

# MANUFACTURERS RECORD

## Public Power Myth

**ADVOCATES** of government ownership always present their socialistic schemes to the public as bargains. Socialized power is represented to voters and potential customers as cheaper than power from a privately owned utility company. And so it is—on the electric bill. But these same proponents of public power conveniently neglect to mention its indirect costs. They forget to state that public ownership increases taxes on private incomes and property and increases public debt.

The Public Service Commission of Bamberg, S. C. is one of the latest examples of those who have yielded to the temptation by contracting for "cheap" public power from Santee-Cooper. Maybe they have been influenced in their decision by the morally debilitating thought that it offers a chance for the taxpayers of Bamberg to get some kind of a return for the increased taxes they will pay.

Colonel James R. Risher, one of the members of Bamberg's Commission, however, has refused to sign the contract with Santee-Cooper. He is against "the encroachments of state and federal power on private enterprise because it tends toward socialism."

Colonel Risher is an intelligent man who has the moral courage of his convictions. Manufacturers Record congratulates him.



if  
you plan to  
expand...  
anywhere!

What are your plans for the rest of 1951? Do you want to widen your horizons? Reach out into new territories? Open up new plants? Expansion and modernization problems must be solved quickly and economically.

The Harte area shown above is more than just a map. It is your opportunity to have the best design engineers plan your new plant or existing plant expansion, anywhere in the United States. To have your construction handled without delays. To have the entire job, from plans to finished operating plant, under one single contract and responsibility.

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Single Superphosphate Plants

Warehouses



New York, 295 Madison Avenue  
Des Moines, 200 S.E., 34th St.

# To Help Produce the STEEL America Needs!

**A**MERICA's need for steel is BIG . . . and getting BIGGER! To make that steel, Republic is starting construction of a battery of 63 coke ovens at *Birmingham, Alabama* . . . and is enlarging two open hearth furnaces at *Gadsden, Alabama*.

## A Lot of Coke

When completed, Republic's Birmingham ovens will produce about 400,000 tons of coke a year. This new supply of coke will enable full capacity operation of all four Republic blast furnaces in its Southern District.

## A Lot of Steel

Republic's two open hearth furnaces at Gadsden now have an annual capacity of 95,000 tons each . . . which will be increased to 131,000 tons each when the work of enlarging these furnaces has been completed.

## A Huge Expansion Program

These new developments are an important part of Republic's huge expansion program throughout its great national network of plants, mines, and mills. This program

will cost Republic hundreds of millions of dollars. But that will be money well spent, for many additional hundreds of thousands of tons of *new* steel will be produced to meet America's *new* needs.

## New Names on the Payroll

This latest expansion of Republic's steel-making capacity will provide employment for many more men. And these additions to Republic's annual payroll will run well into many dollars . . . again, money well spent—for Republic's communities as well as for the nation.

## What Does This Mean to YOU!

It means more top-notch steel for the defense of our country. It means better assurance of a continuing supply of steel for civilian use, after the nation's military requirements have been fulfilled. It means more jobs and more stable economy. *In short . . . here is another typical example of our Free Enterprise System at work—the Profit and Loss system that has built our America from a handful of frontier villages to the greatest, freest nation on earth.*

# REPUBLIC STEEL

Republic Building, Cleveland 1, Ohio

**A GOOD PLACE TO WORK—  
A GOOD PLACE TO STAY**





(Photo by courtesy State News Bureau of North Carolina.)

Main mill building, Woonsocket Falls Co., Wilmington, N. C. Size 513 ft. x 610 ft. Engrs.-Archts., The McPherson Company, Greenville, S. C. Builders, McKoy-Helgeson Company, Greenville, S. C. Steelwork fabricated at Roanoke Plant, Virginia Bridge Co.

## SEVEN ACRES *of production elbow-room* UNDER ONE ROOF

Typical of modern industrial planning and construction, this new 7-acre plant building of the Woonsocket Falls Company, Wilmington, N. C., windowless and air-conditioned, provides the structural requirements essential to maximum production efficiency. It is typical, too, of the adaptability of steel to industrial construction, regardless of size, type or design. Equally adapted is

VIRGINIA BRIDGE structural steel engineering, fabricating and erecting service. Supported by unlimited experience, VIRGINIA BRIDGE offers industrial construction throughout the South and Southwest, the adequate facilities of three large fabricating plants at Roanoke, Va., Birmingham, Ala., and Memphis, Tenn.

## INDUSTRIAL CONSTRUCTION

*All Types*



**Virginia Bridge Company**

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BIRMINGHAM

MEMPHIS

NEW YORK

ATLANTA

DALLAS

UNITED STATES STEEL



# MANUFACTURERS RECORD

ESTABLISHED 1882

Devoted to the Industrial Development of the South and Southwest



Volume 120

March 1951

Number 3

|  |    |
|--|----|
| New and Expanding Plants   | 9  |
| Little Grains of Sand  | 14 |
| Economy Should Come First  | 25 |
| Southern Business Outlook  | 26 |
| Federal Power Commission Rules For Private Enterprise                | 29 |
| South's Construction Totals For February                             | 30 |
| By S. A. Lauver  |    |
| Harlingen Looks To Completion of Intracoastal Canal                  | 32 |
| Transition Problems Intensified By New Price-Wage Controls           | 33 |
| By Sidney Fish   |    |
| Industrial Expansion   | 34 |
| Income Study Reveals Need for Improved Farming Methods               | 37 |
| By Caldwell R. Walker  |    |
| Long Market Rise Poses Problems for Investors                        | 38 |
| By R. S. Byfield   |    |
| Vermiculite Insulation Allows Shipment of Hot Ingots                 | 39 |
| Special Features Add Interest To International Industrial Exposition | 40 |
| Southerners at Work  | 42 |
| Power Companies Announce Expansions                                  | 45 |
| New Products   | 47 |
| Financial Notes  | 52 |
| Who's Where  | 55 |
| Business Notes   | 60 |
| Index for Buyers   | 67 |
| Index of Advertisers   | 68 |

## MANUFACTURERS RECORD PUBLISHING CO.

Publishers of Manufacturers Record, Construction, Daily Construction Bulletin and Blue Book of Southern Progress.

Frank Gould, President; Col. R. L. Gould, USAF, V. Pres. & Treas.; Wm. M. Beury, Vice President; C. J. O'Donnell, Sec. & Asst. Treas.

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J. E. Eierman, Circulation Mgr.

"The Manufacturers Record," published monthly by Manufacturers Record Publishing Co., 109 Market Place, Baltimore 3, Md. Entered as second class matter Baltimore, Md., under the act of March 3, 1879. Volume 120, No. 3. Single copies 35c. Back Numbers over three months old, 50c. Copyright March, 1951 by Manufacturers Record Publishing Co., all rights reserved.

MARCH NINETEEN FIFTY-ONE

# Free



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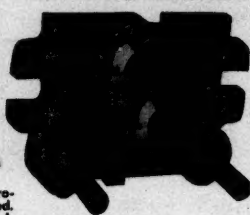
Offices and Agents in All Principal Cities

# Tool Steel Topics



BETHLEHEM STEEL COMPANY

On the Pacific Coast Bethlehem products are sold by Bethlehem Pacific Coast Sales Co.



Made from BTR oil-hardening tool steel, this die recently produced 7,953,632 bottle caps before redressing was needed. Photo courtesy of R. M. Hollingshead Co., Camden, N. J.

## BTR BLANKS AND FORMS 100,000 BOTTLE CAPS IN EIGHT HOURS

### High-Production Die Still Going

#### Strong After Four Years' Service

It takes a long time to wear out a die that's made from BTR. This popular, oil-hardening grade was selected by the R. M. Hollingshead Co., Camden, N. J., for this high-production die that blanks and forms 1-in. bottle caps from tin plate in almost fabulous quantities. Hardened to Rockwell C-61, the die is redressed about every three months. Records kept by William Schaefer, machine shop foreman, show that the die recently produced 7,953,632 caps between grinds. Such results indicate good tool design, correct heat-treatment and grinding . . . and quality tool steel to fit the job.

The performance record of this die over a four-year period is a good example of the long wear of which BTR is capable. Next to carbon tool steel, BTR is the most versatile of Bethlehem fine tool steels.

It's safe-hardening in oil at 1475 F. It holds close dimensions during heat-treatment, has high resistance to wear and shock. BTR is an economical grade to buy, and it's easy to machine and heat-treat. There's not much more you could ask of a general-purpose tool steel!

### Our Tool Steel Engineer Says:



Reduce tool failures by removing "feather" edges

A "feather" often remains on the working edges of tools after they are ground. Especially on cutting tools, it is best to remove these irregularities. Otherwise the cutting edge will get dull or fail prematurely. The experienced shop man carries a stone in his pocket for touching up such edges, for he knows that removing feather edges pays off in longer tool life.



This die of Lehigh S puts large dents in 3-in. steel tubing which is then fitted with baffles to make an efficient flue for space heaters.

### Lehigh S Solves Problem for Space-Heater Manufacturer

In setting up the production of their patented "Heat Trap" flue for gas space heaters, the Day and Night Manufacturing Co., Monrovia, Calif., needed a tool steel with the absolute maximum of wear-resistance. The design called for a series of indents in a steel flue, staggered and baffled so as to retard rising hot gases in the flue and deflect them from side to side.

Lehigh S was the logical choice. This high-carbon, high-chromium grade (2.05 pct C; 12 pct Cr) has the highest hardness of all Bethlehem tool and die grades, ranging up to Rockwell C-66. And that's hard! Used for the form punches and inserts at wear points for the forming die illustrated, Lehigh S has given long service, requiring no maintenance after putting indents in more than 300,000 pieces of 3-in. steel tubing.

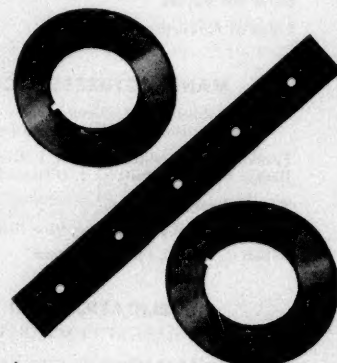
### Heavy-Duty Shear Blades Made to Your Order

When you buy Bethlehem Shear Blades you get the benefit of our many years of experience in making all our own specialty shear blades for cutting sheets, strip, billets, bars, and plates in our own plants. Making our own shear blades involved many years of special development work in tool steels, and in blade design, heat-treatment, and grinding techniques. But we developed this product because we needed better blades than we were able to purchase, blades better able to stand up under heavy shock and high wear.

Bethlehem Shear Blades are usually made from Lehigh H, Lehigh L (for better shock resistance), or Lehigh S (for greatest wear-resistance where heavy shock is not a factor). Some are made from our hot-work and shock-resisting tool steels.

Among our specialty blades are: flying pinch knives for continuous sheet-strip mills, resquaring shear knives, heavy-duty knives for plates, rotary slitters, and many special-purpose blades.

Bethlehem blades have established fine performance records in the most severe types of shearing service. If you use blades requiring high-alloy tool steels let us tell you what we can do for you in supplying shear blades specially designed to your requirements.

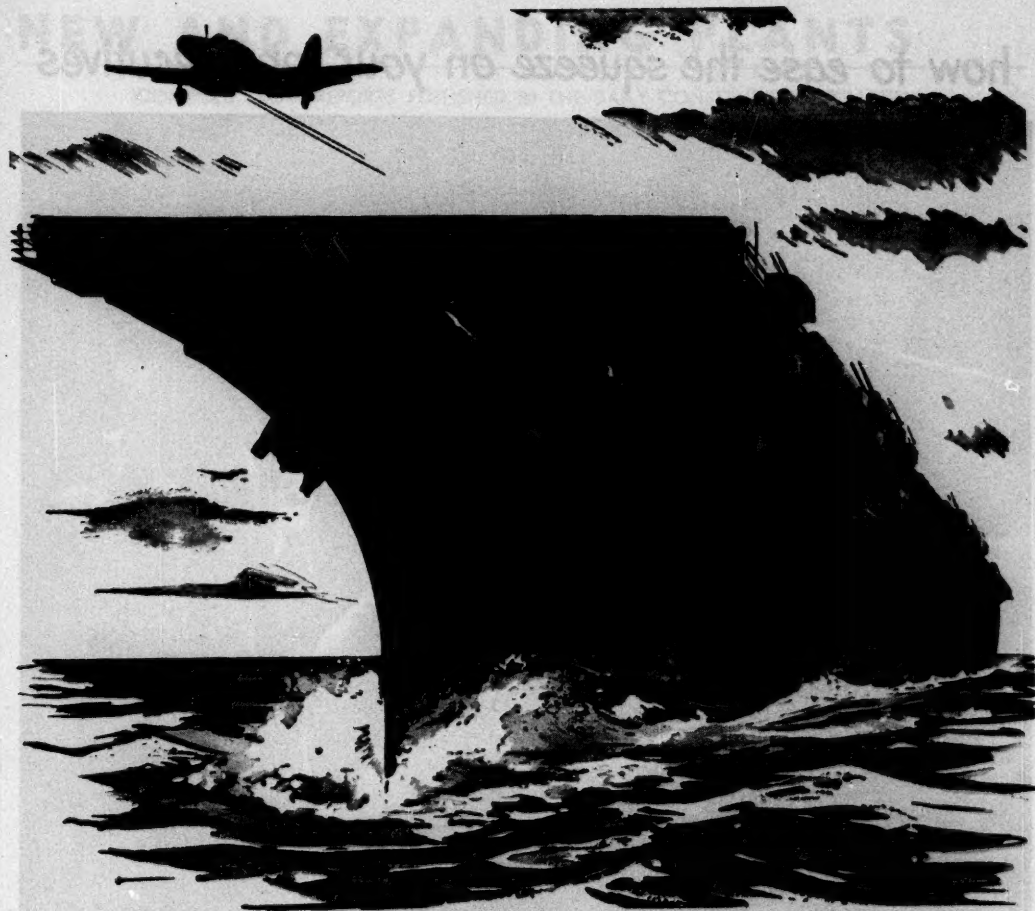


Rotary slitters and shear blade made of Lehigh H, our most popular grade of high-carbon, high-chromium tool steel—for maximum production.

Bethlehem



Tool Steel



## FROM KEEL TO CATAPULT- *a carrier counts on coal!*

**Meet the pride of the fleet**—the sleek aircraft carrier that can move Navy air power swiftly to almost any trouble spot on the globe. A carrier like this weighs 50,000 tons—most of it steel. And making all that steel—from keel to catapult, from stem to stern, takes coal—on a better than ton-for-ton basis!

This year, the steel industry will use 100 million tons of coal to make steel for America's military and civilian needs. Coal is also vital to other big industries. The railroads, the public utilities and the manufacturing industries—rubber, chemicals, automotive—each uses millions of tons of coal each year. And close to 100 million tons of bituminous coal pass through the hands of retail dealers—for home heating and other community uses.

Supplying this vast demand is the job of one of the nation's most modern and progressive industries—the American coal industry. It is made up of more than 8,000 independent coal

producing companies. In recent years, these progressive coal operators have invested *hundreds of millions of dollars* in research, new coal preparation plants and mechanized equipment—all aimed at producing an increasingly better product, for greater utilization.

Granted a continuing supply of necessary equipment, transportation and trained man power, America's independently owned and operated coal mines will produce all the coal that's needed to continue to power the nation's progress, in peace or war.

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MANUFACTURERS RECORD FOR



# NEW AND EXPANDING PLANTS

COMPILED FROM REPORTS PUBLISHED IN THE DAILY CONSTRUCTION BULLETIN

## ALABAMA

**ANNISTON**—Utica Knitting Co., Plant No. 9, modernization program calling for installation of new machinery and equipment.

**BIRMINGHAM**—W. B. Baker & Son, milk processing plant, Atlanta Highway, \$40,000.

**BIRMINGHAM**—Connor Steel Co., addition to existing plant, \$1,000,000.

**BIRMINGHAM**—Cruse-Crawford Mfg. Co., remodeling building, 2201 Ave. B.

**BIRMINGHAM**—Try-Me-Bottling Co., 528 N. 9th St., addition to bottling plant, 5th Ave. & 31st St., \$200,000.

**BIRMINGHAM**—Woodward Iron Co., plans for 30 new coke ovens and other additions to plant, \$3,600,000.

**CHAPMAN**—W. T. Smith Lumber Co., boiler plant, \$250,000.

**DECATUR**—Chemstrand Corp., multi-million dollar plant for production of synthetic fibers, on a 656-acre site.

**FAIRFAX**—West Point Mfg. Co., additions and alterations to mill.

**GADSDEN**—Borden Lily Ice Cream Co., addition and remodeling building, \$55,720.

**MUSCLE SHOALS**—U. S. Army, Washington, D. C., chlorine-caustic plant in Muscle Shoals area.

**RAGLAND**—Ragland Brick Co., excavation for manufacturing plant.

**RIVERDALE**—West Point Mfg. Co., one-story office building, Riverdale Mills, \$35,670.

**SELMA**—Southern Bell Telephone & Telegraph Co., 1620 Hurt Bldg, Atlanta, Ga., telephone building.

## ARKANSAS

**BAUXITE**—Aluminum Co. of America, Pittsburgh, Pa., plans new alumina plant near Bauxite; to be operated by Aluminum Ore Co., wholly-owned subsidiary of Aluminum Co. of America.

**CONWAY**—Ward Body Works, Dave Ward, plans plant for manufacture of bus bodies, \$150,000.

**FORT SMITH**—Dixie Cup Co., Easton, Pa., warehouse; part of a \$1,500,000 expansion program.

**GENTRY**—Tom Burns, Gentry & Harlin Gillespie, Tulsa, Okla., plans poultry processing plant.

**JONES MILL**—General Motor Corp., Detroit, Mich., plans erection of factory building.

## FLORIDA

**DADE COUNTY**—Pan American Terminals, Inc., 3721 N. W. 54th St., Miami, factory, 3595 N. W. 54th St., \$54,000.

**HIALEAH**—Hialeah Industries, 254 E. 5th St., factory 4700 N. W. 37th Ave.

**HIALEAH**—Seaboard Airline Railroad Co., alterations and addition to passenger and freight station for Universal Carloading & Distributing Co.

**HOLLYWOOD**—Searl Food Corp., 2040 Lee St., addition to warehouse, Scott St. & 21st Ave., \$32,000.

**JACKSONVILLE**—Lehigh Portland Cement Co., Allentown, Pa., plant near Jacksonville, \$2,000,000.

**LAFAYETTE**—J. Wilton Jones Co., New Orleans, warehouse, Monroe & Cameron St.

**ORLANDO**—Brewton Printing Co., plans remodeling printing shop.

**OWIEDO**—Neison & Co., Inc., one-story office building.

**PENSACOLA**—Armstrong Cork Corp., expansion program, \$1,000,000.

**TAMPA**—Tampa Coca-Cola Bottling Co., has acquired tract in the Estuary as site for modern new plant; no immediate plans for building.

## GEORGIA

**CARROLLTON**—Virginia Mfg. Co., Whitesburg, leased building formerly occupied by Scripto Co.

**CORDELE**—Cordele Casual-wear Corp., new building, \$83,000.

**DEKALB COUNTY**—Gates Rubber Co., warehouse, \$100,000.

**EAST POINT**—Ford Motor Co., multi-million dollar expansion program; will build a new service parts depot and district sales office building, intersection of Haystack & Sadler Rds., \$1,500,000.

**FULTON COUNTY**—Walter A. Sims, laundry building, \$65,000.

## KENTUCKY

**BEEBA**—Berea Rubber Co., newly-formed subsidiary of Parker Appliance Co., of Cleveland, Ohio, constructing precision rubber plant, \$550,000.

**HENDERSON**—Osborn Mfg. Co., has modernization program underway; will install a new 200-horsepower boiler, coal silo, and coal handling equipment; also alternations to heating and air conditioning systems.

**OWENSBORO**—Green River Steel Corp., construction of an electric-furnace steel plant.

## LOUISIANA

**BATON ROUGE**—Ideal Cement Co., conversion of Sinter Plant into a modern cement plant, \$4,000,000.

**CHALMETTE**—American Sugar Refining Co., new steel storage warehouse.

**FENTON**—Fenton Rice Cooperative, seed rice drier, \$65,000.

**MARRERO**—Johns Manville Corp., warehouse.

**NEW ORLEANS**—Chrysler Corp., to operate the Michoud Plant Gentilly, for engine assembly plant for the Army; new wharves will be built.

**NEW ORLEANS**—General Truck Co., 424 Girod St., one-story sales and service building, Callopie & Willow Sts.

**NEW ORLEANS**—Gulf Bottlers, Inc., 1032 Baronne St., one-story manufacturing and office area addition to existing building.

## MISSISSIPPI

**BALTIMORE**—Pompelan Olive Oil Co., will construct addition to manufacturing building, 4201-03 Pulaski, Hwy., \$25,000.

**BALTIMORE**—Blair W. Ralrigh, 4001 Falls Rd., machine shop building, 1503 W. 41st St., \$34,500.

**BALTIMORE COUNTY**—Baltimore County Distillery Co., storage warehouse, Monumental Ave., \$40,000.

**SPARROWS POINT, DE. BALTIMORE**—Bethlehem Steel Corp., expansion program for Sparrows Point Mills, \$74,000,000.

**CLARKSDALE**—Strutwear, Inc., Minneapolis, Minn., new factory, \$375,000.

**CLEVELAND**—City plans voting on \$250,000 bond issue for expansion of Baxter Laboratories.

**FEENWOOD**—Indianapolis Wirebound Box Co., box factory, \$252,450.

**GRENADEA**—Grenada Industries, Inc., enlargement of hosiery mill.

**GREENVILLE**—William E. Mallett & Assocs. Archt., for proposed new Alexander Smith Carpet plant, \$8,000,000.

**LAUREL**—Coco Cola Bottling Co., plant and service buildings, \$179,750.

**NEW ALBANY**—Board of Supervisors of Union County, factory additions and alterations to Stratford Furniture Co.

**WAYNESBORO**—Board of Supervisors of Wayne County, glove factory building to be leased to Wells Lamont Corp., Chicago, Ill.

## MISSOURI

**MISSOURI**—Ralston Purina Co., Kansas City, Mo., plans \$1,000,000 warehouse and feed mill in lower Sussex County, Delaware, near Delmar, just north of the Maryland State line.

**FAIRFAX**—Ceco Steel Products Co., establishment of a branch warehouse and office building.

**KANSAS CITY**—Union Wire Rope Corp., plans program; erecting five new buildings, \$2,000,000.

**MADISON**—Dow Chemical Co., plans expenditure of \$26,000,000 in new East Side magnesium rolling mill—the old Standard Steel Spring Co., plant, which it recently acquired; will be a continuous magnesium rolling mill.

**NEW FLORENCE**—Farm Bureau Service Co. of Missouri, Inc., fertilizer plant.

**NORTH KANSAS CITY**—Pittsburgh Plate Glass Co., new regional office and warehouse.

**PAGEDALE**—Lever Brothers Co., manufacturing plant and warehouse, Pennsylvania & Ferguson Aves. & Belt and Terminal Tracks, \$5,000,000.

**ST. JOSEPH**—Dannen Grain & Milling Co., process equipment and engineering for a new processing plant.

**ST. LOUIS**—American Lithofold Corp., 500 Bitter, printing plant and warehouse.

**ST. LOUIS**—Concordia Publishing House, publishing plant addition.

**ST. LOUIS**—Ben Gutman Handling, Inc., 1615 N. 11th St., transfer garage and loading dock, Thir & Barton.

**ST. LOUIS**—Evans Howard Sewer Pipe Co., dryer building, \$75,000.

**ST. LOUIS**—Charles & Frank Kercheval, 3205 Chouteau, will construct tire recapping plant and salesroom, \$60,000.

**ST. LOUIS**—Knackstedt Dairy Co., 7410 Eugene, dairy plant addition.

**ST. LOUIS**—A. Leschen & Sons Rope Co., 5009 Kennerly, warehouse, 2809 Hamilton Ave., \$300,000.

**ST. LOUIS**—Mailinckrodt Chemical Works, 2nd & Mailinckrodt laboratory warehouse, \$300,000.

**ST. LOUIS**—Manufacturers Railway Co., 2327 S. Broadway, truck terminal, 401 Barton, \$200,000.

**ST. LOUIS**—Purcell Corp., 9300 Rayo Ave., South Gate, Calif. factory and office, \$300,000.

**ST. LOUIS**—Seven-Up Co., office building, 13th & Delmar Blvd.

**ST. LOUIS**—Sligo, Inc., 1301 N. 6th St., warehouse, 1122 N. 2nd St., \$250,000.

**ST. LOUIS**—St. Louis-San Francisco Railway plans to replace 49-year old Fort Worth freight terminal with new \$250,000 combined office building and freight station.

(Continued on page 10)

## New and Expanding Plants

Reported in February—190

Total for

First Two Months of 1951

382

First Two Months of 1950

387

**NEW ORLEANS**—D. H. Holmes Co., electrical work for construction of one and two-story warehouse, 4019 Euphrasine St.

**NEW ORLEANS**—Henry J. Kaiser Co., Oakland, Calif., aluminum plant in New Orleans Metropolitan area.

**ST. BERNARD**—Kaiser Aluminum & Chemical Corp., Oakland, Calif., plans new 200,000,000 pound a year aluminum reduction plant and power facilities on site in St. Bernard Parish, \$79,000,000.

## MARYLAND

**MARYLAND**—Chesapeake & Potomac Telephone Co., plans expenditures of \$992,000 for improvement and expansion of telephone facilities in Maryland.

**MARYLAND**—General Automatic Products Corp., acquired approximately 70-acres of land adjacent to Owens Yacht Co. on Stansbury Rd near Bear Creek, as site for branch plant.

**BALTIMORE**—The Coca Cola Co., alterations to building 1215 E. Fort Ave.

**BALTIMORE**—Continental Can Co., Inc., warehouse, 3500 E. Biddle St., \$400,000.

**BALTIMORE**—Corkran Hill & Co., alterations to building, 1001 Dukeland St.

**BALTIMORE COUNTY**—Bendix Radio Division, Joppa Rd. Towson, building Joppa Rd., \$40,000.

**BALTIMORE**—Henry Hagel, 4307 North Rd., making studies for proposed malleable iron foundry.

# NEW AND EXPANDING PLANTS

(Continued from page 9)

**ST. LOUIS**—Transport Mfg. & Equip. Co., 9th & Allen, Kansas City, freight terminal, \$250,000.

## NORTH CAROLINA

**BUTNER**—Hensline Mills, New York, N. Y., branch hosiery mill.

**CHARLOTTE**—Barnhardt Mfg. Co., addition to plant, \$105,000.

**DOUBLE SHOALS**—Slater Brothers, Inc., addition to weaving plant, Double Shoals Yarn Mill.

**EAST GASTONIA**—Burlington Mills Corp., expansion program of Ranlo unit.

**FUQUAY SPRINGS**—Cornell-Dubiller Electric Corp., South Plainfield, N. J., plans establishment of an electrical manufacturing plant.

**GREENSBORO**—Cone Mills Corp., Greensboro, plans merger with Dwight Mfg. Co., Boston, Mass.

**HENDERSON**—Henderson & Harriet Cotton Mills, plans for expansion program; additions will be made to Mills at both North Henderson and South Henderson, \$2,000,000.

**HIGH SHOALS**—Carolinian Mills, Inc., weaving and spinning building, \$308,787.

**ROANOKE RAPIDS**—Roanoke Rapids Textile Mills, water filtering facilities, \$140,000.

**SALISBURY**—Salisbury Cotton Mills, addition.

**SANFORD**—Sanford Saco-Lowell Shops, enlarging Sanford Plant, \$150,000.

**SILER CITY**—I. Schniersen & Sons, Inc., plans tripling size of plant.

**WILMINGTON**—Port City Hosiery Mills, Inc., has acquired Chadbourne Hosiery Mills.

## OKLAHOMA

**CHOTEAU**—Coronado Paper Co., paper plant on private grounds outside the Oklahoma Ordnance Works Area.

**McALESTER**—McAlester Cotton Oil Mill Co., expansion program, \$50,000.

**PRYOR**—National Gypsum Co., paper plant on Oklahoma Ordnance Works site south of Pryor.

**TULSA**—Union Bus Terminal, 4th & Cincinnati, remodeling gas station.

**WAGONER**—Apex Aluminum Co., aluminum smelting plant in Wagoner, \$40,000,000.

## SOUTH CAROLINA

**AIKEN**—Green Construction Co., H-Bomb plant.

**BATH**—Dixie Clay Co., repairs to McNamee plant.

**BELTON**—Fairview Knitting Mills, hosiery mill, \$1,500,000.

**BISHOPVILLE**—Reeves Brothers, Inc., finishing plant on 70-acres of land between Bishopville and Lynch's River.

**GAFFNEY**—Broad River Rural Electric Cooperative, Inc., office building and general headquarters, \$87,000.

**GRACE**—Springs Cotton Mills, Lancaster, new warehouse, Grace Bleachery, \$500,000.

**GRANITEVILLE**—Graniteville Co., installation of a new 100,000 pound per hour steam boiler.

**GREENVILLE**—Marchant Textile Co., Inc., new office laboratory building on 10-acre tract near Municipal Airport.

**HARLEVILLE**—Glant Portland Cement Co., applied to National Security Resources Board for certificate of necessity for expansion of facilities; increase capacity to 1,800,000 barrels a year.

**LAURENS**—Piedmont Telephone Cooperative, has REA loan of \$341,000 for expansion and improvement of telephone service on an area-coverage basis.

**SALUDA**—J. T. Edwards, Pres. of Palmetto Full-Fashioned Hosiery Mill, Inc., full fashioned hosiery mill, \$200,000.

**WINONA**—E. I. DuPont de Nemours & Co., to exercise options to purchase a tract of approximately 900-acres of land on Pee Dee River; use of land not yet decided.

## TENNESSEE

**CHATTANOOGA**—The Wheland Co., 2800 Broad, plant for manufacture of guns, \$15,000,000.

**COLUMBIA**—E. I. du Pont de Nemours & Co., Wilmington, Del. has acquired buildings of Morris County Farmers' Co-op, for probable conversion into a cellulose sponge plant.

**KNOXVILLE**—Southern Bell Telephone & Telegraph Co., Atlanta, Ga., dial office No. 7.

**MEMPHIS**—E. I. DuPont de Nemours & Co., Inc., build a unit for commercial production of hydrogen peroxide, on 25-acre site located at Fite Rd. & Route 51; building of the first unit, a sodium cyanide plant, started last November.

**MEMPHIS**—Gulf Refining Co., service station, Third St. & Crump Blvd.

**MEMPHIS**—Jackson Electric Corp., warehouse, garage and shop building.

**OAK RIDGE**—U. S. Atomic Energy Commission, K-25 laboratory building No. K-1413, \$330,225.

**ONEIDA**—Tennessee Steel Corp., steel mill; \$10,000,000.

## TEXAS

**AMARILLO**—Atomic Energy Commission, administration building, transportation shops, and new ramps and modifications to existing ramps, \$1,500,000.

**AMARILLO**—Panhandle Trailways, plans new building to replace one destroyed by fire; to be constructed on same site, 1307 W. Fifth.

**ATHENS**—William B. Lee, Tyler, plans complete for business building.

**AUSTIN**—Schubmacher Co., 400 San Antonio St., plans one-story warehouse, Bolm Rd.

**BEAUMONT**—Glazer Wholesale Drug Co., 1606 Young St. Dallas, warehouse and office building.

**CORPUS CHRISTI**—Reynolds Metals Co.,

(Continued on page 12)



# STEEL BUILDINGS

**Built Quicker . . . Last Longer . . . Cost Less!**



Losing time means losing profits, but an ALLIED STEEL BUILDING is on the job promptly; ready to serve for a long, long time. Low initial cost and low maintenance cost plus extra long life . . . ALLIED STEEL BUILDINGS are versatile, too. Can be lengthened, shortened . . . even moved, with almost 100% of the original material salvaged. They always fit your specific needs because they are custom built from inexpensive standard sections. Weathertight and fireproof, ALLIED STEEL BUILDINGS can be furnished insulated or with asbestos covered roof.

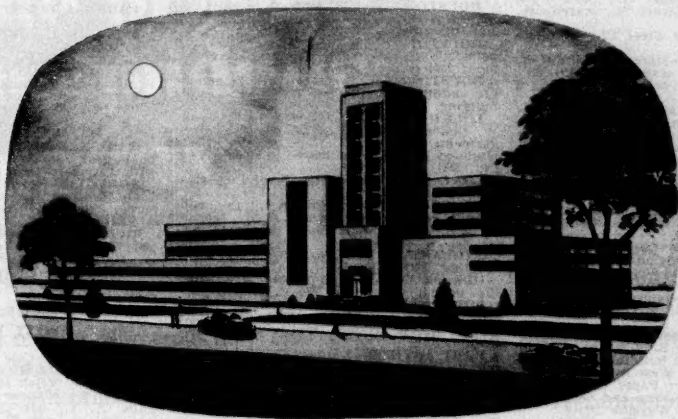
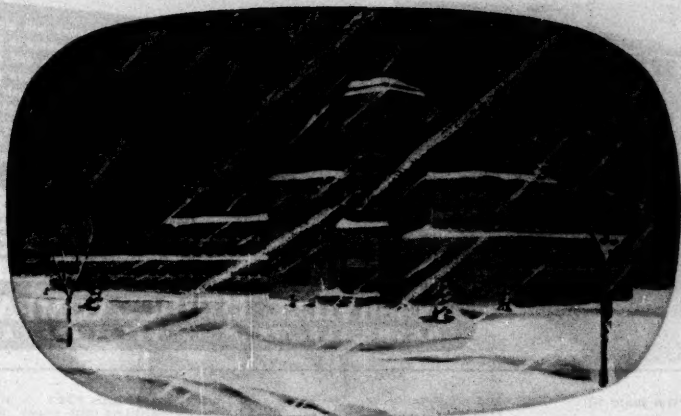
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**ALLIED STEEL PRODUCTS CORP.**

**2100 N. LEWIS**

**TULSA, OKLAHOMA**





## Which twin is in the South?

**T**HAT'S an easy one to answer...for the sun and the South just naturally "go together," right around the calendar!

But a friendly thermometer isn't the only reason so many up-and-coming factories are locating in this nature-favored land.

For here in the South...all along the 8,000 mile Southern Railway System...a unique combination of bountiful resources and natural advantages spells out year-round "opportunity" for industries of all kinds.

"Look Ahead—Look South!"

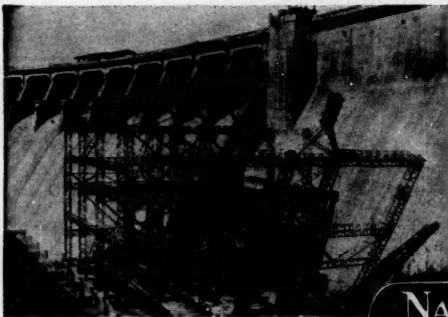
*Ernest E. Harris*  
President



### SOUTHERN RAILWAY SYSTEM

*The Southern Serves the South*





**T**HE Nashville Bridge Company will gladly quote on structural steel requirements anywhere in the South and South West. Our skill in the fabrication and erection of intricate steel structures is well known. We are particularly qualified to supply the Power Distributing Industries with transmission towers and switchyard structures. Hot-dip galvanized steel fabrication, fabrication and erection of both steel and machinery for movable type bridges is a specialty. Look to Nashville for simple steel requirements as well as intricate structural jobs.

Plants and offices in Nashville, Tennessee and Bessemer, Alabama. We also own and operate the Bessemer Galvanizing Works—largest galvanizing plant in the South.



## NASHVILLE BRIDGE COMPANY

NASHVILLE, TENN. — BESSEMER, ALA.

(Continued from page 10)

Reynolds Metal Bldg., Richmond, Va., aluminum reduction plant in Corpus Christi area.  
**CORPUS CHRISTI**—Sunshine Laundry, Inc., 1310 Leopard St., laundry building and Swantner building.

**DALLAS**—Gates Rubber Co., Sales Division, Inc., 1710 N. Market St., warehouse, Dragon & Howell Sts.

**DALLAS**—Lone Star Steel Co., complete integrated steel plant.

**DALLAS**—Neiman-Marcus Co., 2620 N. Haskell St., one-story warehouse, \$450,000.

**DALLAS**—Texas & Pacific Railway Co., 2 warehouses, \$249,513.

**EL PASO**—Bowman Biscuit Co., warehouse and office building, Wyoming St.

**FORT WORTH**—Consolidated Vultee Aircraft Corp., alterations to an existing building to convert it to an engineering test laboratory, \$270,000.

**FORT WORTH**—International Mineral & Chemical Co., office building.

**FORT WORTH**—Lucerne Milk Co., one-story fluid milk plant, corner Conway & Hudgins Sts., \$550,000.

**FREEPORT & VELASCO**—Dow Chemical Co., Freeport, constructing additions to chemical plants, Freeport and Velasco.

**HOUSTON**—Adolphus Rice Mills, Inc., A-bomb shelter and warehouse building, 4600 Clinton Drive, \$300,000; part of a \$2,500,000 expansion program.

**HOUSTON**—Anderson Clayton Co., 14th Floor Cotton Exchange Bldg., office addition and remodeling present building into a cafeteria, Wulfsberg St. at West Ave.

**HOUSTON**—Carpenter Paper Co., Omaha, Neb., plans one-story office and warehouse building, 66th St., off Wayside Drive.

**HOUSTON**—The Dickson Gun Plant, c/o Hughes Tool Co., 5424 Polk Ave., remodeling gun plant.

**HOUSTON**—Federated Metals Div., American Smelting & Refining Co., 9000 Market St., Road, plant building.

**HOUSTON**—Goodall Rubber Co., of Texas, 166 Maury, office building, 12th st. near Hempstead Highway, \$80,353.

**HOUSTON**—H. C. House Estate, Union National Bank Bldg., auto building, Kirby Dr. & Guenby Sts.

**HOUSTON**—Johnson Oil Field Service Corp., 5072 Navigation Blvd., one-story plant

and office building, 1000 block S. Main St., \$125,000.

**HOUSTON**—Karbros Garment Mfg. Co., 2500 Washington Ave., plans office and factory building, 2500 block Washington Ave.

**HOUSTON**—Magnet Cove Barnum Corp., 5001 Richmond Rd., warehouse, 9300 Alameda Rd.

**HOUSTON**—Mid-Continent Supply Co., 6220 Navigation Blvd., converting front of building into office space.

**HOUSTON**—Oil Well Mfg. Co., Los Angeles, Calif., office and plant building, Arroyo Drive, near Kress St.

**HOUSTON**—Southwestern Bell Telephone Co., addition to Milby-Olive central office building.

**LOCKHART**—Lockhart Citizens, c/o M. W. Blake, Stripling Lumber Co., one-story garments factory, Colorado St. on State Highway No. 21, to be leased to Brooks-Tex, Inc., \$60,000.

**LONE STAR**—Lone Star Steel Co., steel mill, \$73,500,000.

**LUBBOCK**—Western Cotton Oil Co., subsidiary of Anderson-Clayton & Co., cotton oil mill, S 50th St. & Slaton Highway, \$2,000,000.

**MIDLAND**—T & P Coal & Oil Co., office building, \$100,000.

**ODESSA**—Odessa American Newspaper Co., one-story building, 210 E. Fourth St.

**PORT ARTHUR**—Gulf Oil Corp., plans ethylene manufacturing plant, on 2-acre tract of Port Arthur refinery, multi-million dollar project.

**PORT ARTHUR**—Koppers Co., Inc., Pittsburgh, Pa., construction of chemical plant, \$6,500,000.

**PORT LAVACA**—Aluminum Co. of America, 801 Gulf Bldg., Pittsburgh, Pa., aluminum plant near Port Lavaca.

**SAN ANTONIO**—American Iron & Metal Co., 1901 E. Houston St., two-story storage house and apartments.

**SAN ANTONIO**—Scobey Fireproof Storage Co., 315 N. Medina St., remodeling warehouse, 411 N. Medina St., \$34,783.

**SAN ANTONIO**—Texas Pharmaceutical Co., 203 E. Eimura St., two-story building, E. Josephine St.

**SHERMAN**—Line Material Co., Milwaukee, industrial plant, \$1,000,000.

**SINTON**—Mrs. A. Bonorden, plant, Vineyard St., corner of Fulton, \$30,000.

**TEXAS CITY**—Monsanto Chemical Co., utilities and power plant; Stone & Webster Engineering Corp., to furnish and install chemical process equipment, \$30,000,000.

### VIRGINIA

**CARROLL COUNTY**—Freeport Sulphur Co., has option granted by Virginia Iron, Coal & Coke Co., on pyrrhotite property, in Carroll County.

**CHESTERFIELD COUNTY**—R. E. Card-A & P Tea Co., 1700 Jefferson Davis Highway, Richmond, plans erection and completion of a building.

**FIELDALE**—Fieldcrest Mills, Marshall Field and Co., Inc., addition to finishing building Fieldcrest Towel Mill.

**HARRISONBURG**—Harrisonburg Telephone Co., modernization program which will cost more than \$1,000,000.

**NORFOLK**—Norfolk & Portsmouth Belt Line Railroad, plans new railroad bridge across Elizabeth River between Portsmouth & South Norfolk.

**RICHMOND**—Flowers School Equipment Co., Inc., storage building and office, 327 W. Main St., \$100,000.

**RICHMOND**—Tidewater Industries, Inc., erection of steel mill in James River Basin, east of Richmond.

### WEST VIRGINIA

**BLUEFIELD**—Cole Baking Co., rebuild bakery on Grant St., or to erect a new building on new Welch Highway.

**LESAGE**—Celanese Corp. of America, New York, N. Y., has option on land located just east of Lock 27, as possible site for a new plant; another possible site is located at Gallipolis Ferry, W. Va.; also a tract of land near Moundsville.

**MORGANTOWN**—U. S. Army, Washington, D. C., modernization program, Morgantown Ordnance Plant, \$8,600,000.

**NEW HAVEN**—Vanadium Corp. of America, William C. Keeley, Pres., filed certificate of necessity with United States Government for permission to construct \$7,000,000 plant designed primarily for production of silicon alloys near New Haven in Mason County.

## IN THE TRINITY INDUSTRIAL DISTRICT



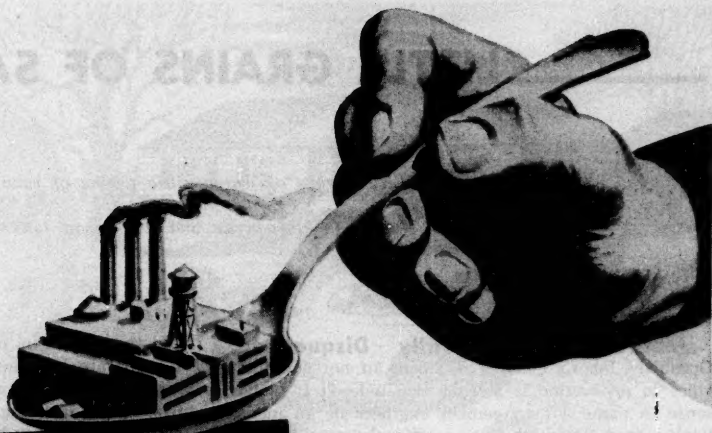
"Under the Skyline  
of Dallas"

Shown at the left is the new \$250,000 Trinity Industrial District home of the Maytag Southwestern Company.

For information on the Trinity Industrial District consult your real estate broker or . . .

**INDUSTRIAL PROPERTIES CORP., 401 Republic Bk. Bldg., Dallas, Texas, Phone Riverside 6552.**





## The proof of the pudding

Yes, the proof of the pudding lies in the eating. Sounds trite, but its truth is undeniable.

The Seaboard Southeast is *proven* ground for textiles. Numerous mills operating profitably in this section attest to that fact. All branches of the industry are represented — cotton, woolen, rayon and other synthetic fibres.

Seaboard's Industrial Department

has assisted many of the nation's outstanding companies in finding just the right locations for their plants. There are still many communities in this area where the labor supply is virtually untouched.

Let us submit recommendations based on your specific requirements. No obligation or cost. All negotiations confidential.



Write: Warren T. White, Assistant Vice President,  
Seaboard Air Line Railroad,  
Norfolk 10, Va.

# SEABOARD

AIR LINE RAILROAD



THROUGH THE HEART OF THE SOUTH

# LITTLE GRAINS OF SAND

*"Little drops of water, little grains of sand,  
Make the mighty ocean, and the pleasant land."*

## **Mentally and Morally Disqualified.**

Organized labor's claim to a strong, if not dominant voice in production is a weak one indeed. It makes sense to name a management engineer or an industrialist to a top production position because his primary concern in life is production, and in order to achieve any prominence as such in so highly competitive an economy as this, he must be fairly good at it. It does not make sense to appoint a union official to the same post because his primary concern is not production or anything closely related to it. He may, in fact, know nothing of it whatever.

Experience with the numerous labor-management committees set up in Washington for nearly every major industry during the last war attested to this fact. These committees seldom, if ever, functioned as the production advisory groups they were supposed to be. And invariably the reason was the same—because the union representatives devoted most of their time and energies to the single end of obtaining all they could for their own membership, rather than for the war effort or the common weal.

## **Ossa Upon Pelion.**

Many financial authorities advocate a federal manufactures excise tax. While this is admittedly better than further confiscatory income taxation, it will not have the same salutary effect on spending as if this tax were to be collected at the retail level. And besides, as Henry A. Yancey, Charlotte City Manager, has proposed (according to the *Charlotte Observer*) if the taxes are collected by the processors, they will be figured by wholesale dealers, jobbers and other middlemen all the way down the line as a part of the cost. Their mark-up will include a profit on the tax as well as on other costs. The final result will be that the ultimate consumer will pay not only the tax which the Government collects but substantial profits on that tax.

**Tell 'em the Truth.** If a recent survey made of a group of high school seniors produced typical views, American education is giving the student a highly erroneous idea of how American industry operates

and the size of its profits. These seniors were asked to estimate how much profit the average company makes. Their answers averaged "50 per cent." The true figure, covering a long period of years, is about six per cent! They believed that the annual return to industry's stockholders averages 24 per cent. Actually, it was 3 per cent on net assets in 1949—and that was a good year for practically all lines of enterprise. The same seniors, by a margin of 61 per cent, then said that they favored closer government regulation of business to prevent exploitation. Their ignorance of the facts about American industry brought them to this false conclusion. There would appear to be work for the Voice of America right here at home.

**Unconstitutional?** Before a man's wages or salary can be garnisheed, the person trying to seize it must prove the existence of a just debt. He must prove further that the debtor is able to pay, but that he will not pay. Only then can he garnishee the wages. But the government is daily seizing a part of everybody's wages when no debt exists, for taxes which are not due until the end of the year. These taxes are not figured on weekly or monthly income, but on annual income. Hence, the government does not know how much the debt is going to be until the end of the year. Therefore, in collecting a part of the wages for taxes, the government is seizing private property without due process of law when no debt exists. It is seizing the property in anticipation of a future debt, the amount of which it does not know. That, as we understand it, is not according to due process of law.

**Independent?** The Federal Reserve Board is responsible to Congress, not to the President. And when the President steps in to tell Reserve officials, as he did on January 31st, what they ought to do, or ought not do, he is assuming power which he does not have. The Federal Reserve System was founded 37 years ago with a specific aim in mind. That aim was to provide flexibility for the banking and credit op-

*(Continued on page 16)*

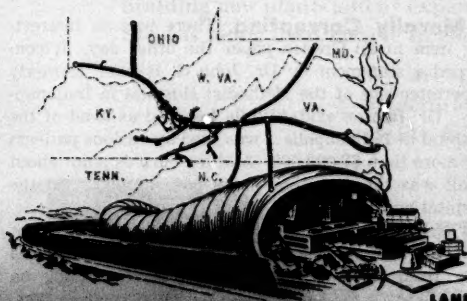
Poverty is largely a state of mind.  
Many people are poor because they  
think their neighbors are rich.



**50 YEARS OF EXPERIENCE—**

**YOURS FOR THE ASKING!**

Available to you at any time are the services of the Norfolk and Western's plant location specialists whose department has had 50 years' experience. These men have worked with thousands of manufacturers on plant location problems. They understand manufacturing problems as related to location. They will give you the data you will require about any section of The Land of Plenty. They will work for you quietly, promptly and reliably. Write the Industrial and Agricultural Dept., Drawer MR-402, Norfolk and Western Railway, Roanoke, Va.



LAND OF PLENTY

## YOU GET A BONUS ON YOUR TIME IN THE *Land of Plenty*\*

In centralized areas, Executive and Employee face pretty much the same problem each day —

— the *Rush and Crush* of getting to work, and the *Crush and Rush* of getting home from work —

— crowded commuter trains . . . snarling traffic . . . "needle in the haystack" parking places . . . and other related hurdles which devour valuable hours and take the starch out of a man.

*Not so in The Land of Plenty!*

When "quitting time" arrives here, executives and workers have no "getting home" problems. While you are fighting the *Battle of the Subway* in crowded areas, your counterpart in *The Land of Plenty* has just finished watering the radishes, or is approaching the third hole of a fine course *near his home*.

Better living? You bet! And well worth considering when you and your associates are deciding where to put that new plant.

Think this over — *some day at 5:15 . . .*

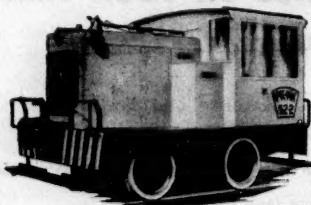
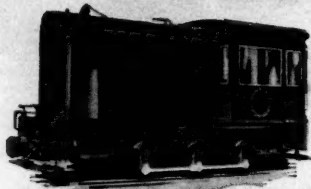
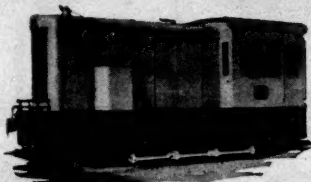
# Norfolk and Western RAILWAY

\*The Land of Plenty — the six great states served by the Norfolk and Western — Virginia, West Virginia, Ohio, North Carolina, Maryland and Kentucky.



## HAULAGE 24 HOURS PER DAY at LOWEST TON MILE COSTS

**BUILT  
for  
HARD  
WORK**



**and  
BUILT  
to  
LAST**



**DAVENPORT  
Better-Built  
LOCOMOTIVES  
are  
AVAILABLE**

**in  
STEAM  
FIRELESS  
GASOLINE  
DIESEL  
with  
ELECTRIC  
OR  
HYDRAULIC  
OR  
MECHANICAL  
DRIVE**

A half century of building fine locomotives for virtually every type of haulage operation has taught us how to build RESERVE STAMINA into the rail power units we produce. Whatever your haulage requirements you may choose a Davenport that is JUST RIGHT for YOUR NEEDS.

### **to Owners of H. K. PORTER LOCOMOTIVES**

We have purchased the locomotive business of H. K. Porter Company, Inc. of Pittsburgh, Pa., and wish to assure all owners of Porter Locomotives that we are prepared to extend friendly and helpful service on repair parts—or duplicate locomotives to H. K. Porter design.

**Complete Information on Request**

### **EXPORT OFFICE**

50 Church St., New York 7, N. Y., Cable "BROSITES"

**DAVENPORT LOCOMOTIVE WORKS**

A DIVISION OF DAVENPORT RESER CORPORATION, DAVENPORT, IOWA

## LITTLE GRAINS OF SAND

(Continued from page 14)

erations of the country. The aim was to set up an independent body which could regulate credit and money in a way to combat excesses either of inflation or deflation. This is the theory of Reserve operations, but, in recent years, its practice has been curbed to put it mildly—by political considerations. The Federal government has become by far the biggest borrower, and the Treasury is putting pressure behind maintenance of low interest rates. The Federal Reserve has reluctantly cooperated by supporting the prices at which government securities sell. The danger of that supporting practice is that it all but eliminates the Reserve's power to control credit.

**Public Housing Turndown.** The citizens of Roanoke, Va., have let it be known they oppose any form of public housing in their area. By actual count of 5,009 to 1,892 in an advisory election, the voters called a halt to a plan under which the chairman of the housing authority was asking for eventual construction of 2,400 units in the 90,000-population community. The city is consistent in opposing government competition with free enterprise, as is illustrated by the fact that in the last Roanoke City Council election, two members who favored public housing were beaten.

**Unfair—to Whom?** William B. Bookhart, a citizen of South Carolina, has dared to obtain a temporary injunction defying Santee-Cooper and the Central Electric Power co-operative. He objects to the co-op's plans to build a trunk distribution line across his property near Elloree. He says the line isn't necessary, because the territory already is adequately served. The cooperative says that because of the temporary injunction it is losing \$500 a day. That means that the taxpayers are losing \$500 a day, because the co-op operates on taxpayers' funds.

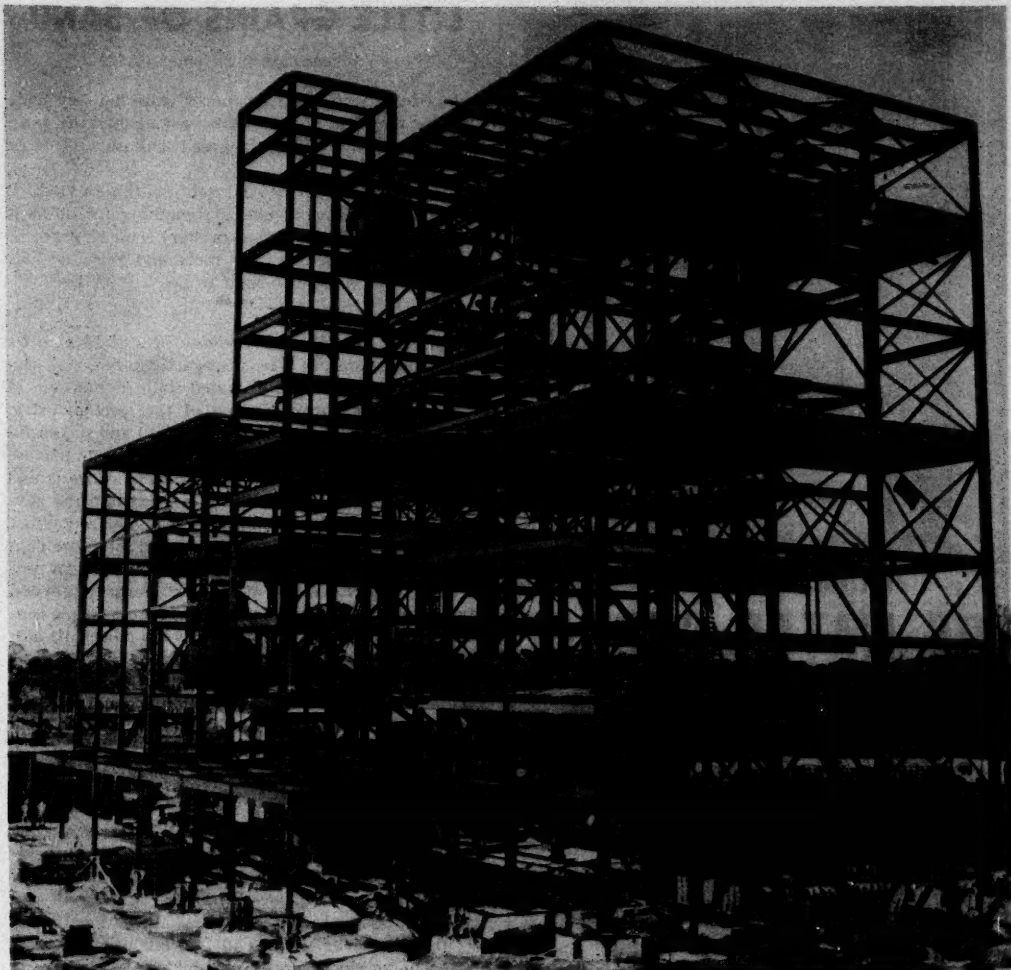
This daily waste of \$500 is an illustration of what is bound to happen when government goes into business. If a private power company wanted to build across Mr. Bookhart's land, and he should bring suit, it would be the private power company which was losing \$500 a day. But because government has gone into the business of making and selling power, all of the taxpayers are paying attorneys to fight Mr. Bookhart, and also are paying the \$500 a day, to which the co-op refers.

**Morally Corrupting.** There was an interesting item in an Oregon paper the other day. It concerned a statement by Dr. John G. Benson, formerly superintendent of the Methodist Hospital in Indianapolis. Dr. Benson said, "While I served as head of the hospital at Indianapolis, I was sued by various patients for more than \$7,000,000. And the curious point about it all was the fact that every patient who sued the hospital and myself was a charity patient:

"These patients had had free beds and free surgery, free food and free nursing. But when they recovered they tried to take further advantage by suing on

(Continued on page 18)





*New Power Plant—40,000 KW Capacity—1365 tons of O'Neal Steel*

## More Power to the South

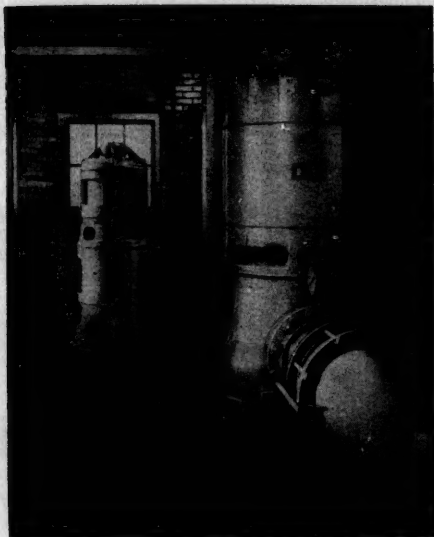
Throughout the South the increasing demand for power is being met by building new plants and by expanding older ones. As time is of the essence, Steel is being used largely in construction.

We are proud to have contributed much of the Structural Steel and particularly pleased at our ability to meet exacting schedules.



## O'NEAL STEEL WORKS

Offices: 745 North 41st Street, Birmingham, Alabama



## BEATRICE, NEBRASKA UPS WATER SUPPLY

With a Layne Short Setting Booster Pump

From four Layne Well Water Units, Beatrice, Nebraska was putting 1600 gallons of water per minute into the city through their six miles of 14 inch mains. Growth of population and new industries created a need for more. The problem was easily, quickly and economically solved by installing a Layne Short Setting Booster Pump in line with the wells. As a result, water supply was increased to 2,300 gallons per minute—nearly 41 percent.

The Layne 2-stage, 15 inch bowl booster pump, powered with a 100 H.P. motor was easily accommodated in a small pump house addition, thus saving the cost of extra heating equipment. Installed in 1948, it is giving highly satisfactory service.

These Layne Short Setting booster pumps may be used by other cities—and factories as a means of increasing water supply at a very nominal cost.

If you are in need of more water either from your present wells, or from new units, Layne engineers will gladly survey your present equipment and make dependable recommendations. For further information, catalogs etc. address

**LAYNE & BOWLER, INC.**

General Offices Memphis 8, Tenn.

**Layne**

**WELL WATER SYSTEMS**  
*VERTICAL Turbine PUMPS*

ASSOCIATED COMPANIES: Layne-Arkansas Co., Stuttgart, Ark. • Layne-Atlantic Co., Norfolk, Va. • Layne-Central Co., Memphis, Tenn. • Layne-Northern Co., Mishawaka, Ind. • Layne-Louisiana Co., Lake Charles, La. • Louisiana Well Co., Monroe, La. • Layne-New York Co., New York City • Layne-Northwest Co., Milwaukee, Wis. • Layne-Ohio Co., Columbus, Ohio • Layne-Pacific, Inc., Seattle, Washington • The Layne-Texas Co., Ltd., Houston, Texas • Layne-Western Co., Kansas City, Mo. • Layne-Minnesota Co., Minneapolis, Minn. • International Water Corporation, Pittsburgh, Pa. • International Water Supply, Ltd., London, Ont. • Layne-Hispano Americana, S. A., Mexico, D. F. • General Filter Company, Ames, Iowa

## LITTLE GRAINS OF SAND

(Continued from page 16)

trumped-up charges. They never collected any damages for they had no legitimate case against me, but I have always marveled at the greed of those who obtain everything free."

Interesting, isn't it? And sets us thinking. It is morally debilitating to obtain something for nothing. People (and nations for that matter) soon forget to be grateful and begin to expect more and more as their due, and are tempted to fight to get it, "for free."

**Fanatical.** The subservience of socialism to its own ideology and its utter disregard for national welfare was never better illustrated than in the case of Great Britain's nationalization of the steel industry. This industry has been the most efficient and successful of the major industries of Great Britain since the close of World War II. It has consistently exceeded its annual quota of production and export, even though the government has set these quotas high in an apparent effort to make them difficult of fulfillment and therefore gain an excuse for taking over the industry. Its current production of 16,000,000 tons of steel per year is far beyond any previous record and beyond what most people considered possible. When socialism gets in power, its aim is neither the welfare of the people nor the safety of the nation. Its aim is complete control of wages and prices and production and distribution, regardless of the effect of this control.

**"Uncertain Sound."** We are not ones to belittle the impact of the defense effort. But we think that effort ought to be measured accurately against what we can do. And those who have analyzed President Truman's budget for defense for the fiscal year ending June 30, 1952—everything he asked for—say that it will take only 17% to 20% of our national product. In World War II some 40% of our product—at a time when production was far smaller—went to war in the peak years.

Why then, must we wrap ourselves in an entanglement of controls? This country has prospered and grown strong through freedom of action for the individual, for business, for the farmer. Without that freedom the economic strength of the country can shrivel away. And when that is gone what strength is there to deter Communism, from without or from within.

For almost a generation too many people in Washington have scoffed and sneered at this concept of freedom. And even some of those who did not scoff and sneer have doubted its validity, for they do not understand.

And so we have confusion and muddled direction at a time when we should have clear thinking and a singleness of purpose to guide our every action.

There is, we think, a quotation that fits our situation: "For if the trumpet gives an uncertain sound, who shall prepare himself to the battle?"

*Wall Street Journal*  
February 13

## A Southern Industry Serving Southern Industries

Control of production—from the raw material to the finished product—has enabled **TENNESSEE PRODUCTS & CHEMICAL CORPORATION** to increase steadily its varied operations. Since 1946, expansion has included a new fine chemical plant, a Benzene Hexachloride (BHC) plant and the acquisition of a Ferro Alloys plant, all located in Chattanooga.

Coal from company-owned mines is converted to coke in company ovens. Part of the coke is used in the company's production of pig iron and ferro alloys. These metallurgical products are available to the growing southern foundry, iron and steel industry.

From the by-products of the coking operation, intermediates are ultimately converted to fine chemicals,

such as Sodium Benzene, Benzaldehyde, Benzoic Acid, Benzyl Alcohol, Benzene Hexachloride (BHC), and many others.

Numerous other products, such as building materials, larch, wood preservatives, Acetic Acid, Methanol and Flotation Oils, broaden the company's markets. A well staffed and completely equipped research division is continuously developing new and improved products. Net sales for 1950 were in excess of \$20,000,000, or more than double net sales for 1946.

Tennessee Products & Chemical Corporation, with fully integrated operations and broadly diversified products, has established a spectacular post-war record and now looks to the future confident of its continued progress.

*This is another advertisement in the series published for more than 15 years by Equitable Securities Corporation featuring outstanding industrial and commercial concerns in the Southern states. Equitable will welcome opportunities to contribute to the further economic development of the South by supplying capital funds to sound enterprises.*

NASHVILLE  
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CHATTANOOGA  
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NEW ORLEANS  
OKLAHOMA CITY  
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**EQUITABLE**  
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LOS ANGELES  
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BROWDER O. CUNNEY, President

TWO WALL STREET, NEW YORK 6

# Working Capital Available

Today's stepped-up volume of business and increased inventories are posing a problem to many corporations. The problem is: How best to raise additional working capital?

The solution varies with the individual company. It may involve the issuance of common or preferred stock, bonds or debentures, or some combination of two or more types of securities. It may involve a public offering of securities, or the private sale of an entire issue. Selection of the best method is determined by careful consideration of many factors. Such factors include the company's financial condition, its earnings record and prospects, its tax situation, and a number of others.

Frequently this problem is a complex one, calling for expert advice and responsible underwriting. In such cases, management executives are invited to avail themselves of the facilities of Equitable Securities Corporation. Equitable has the experience necessary to give expert counsel, and the facilities and resources to provide needed capital funds to well established corporations.

Over a period of more than 20 years Equitable Securities Corporation has supplied capital funds to sound corporations throughout the nation. In 1950 alone Equitable participated as an underwriter in \$1,876,638,679 of new issues of corporate and municipal securities. Equitable's participation in this huge total was \$83,958,893. These facts speak for themselves.

Corporate executives faced with the problem of raising additional working capital are invited to call LD-97 in Nashville (collect) to arrange an appointment.

*This is another advertisement in the series published for more than 15 years by Equitable Securities Corporation featuring outstanding industrial and commercial concerns in the Southern states. Equitable will welcome opportunities to contribute to the further economic development of the South by supplying capital funds to sound enterprises.*

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DALLAS  
KNOXVILLE  
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NEW ORLEANS  
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**EQUITABLE**  
Securities Corporation

NEW YORK  
HARTFORD  
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GREENSBORO  
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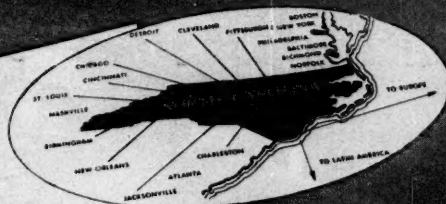
BROWNLEE O. CUMBEY, *President.*

322 UNION STREET, NASHVILLE 3

TWO WALL STREET, NEW YORK 6.



**SO FAR** *from crowded cities...*



**READY,  
WILLING**

**AND ABLE** hands are in  
North Carolina

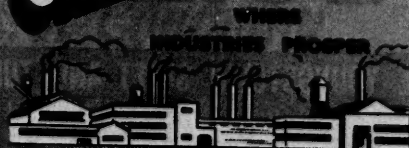
- where there is an existing labor force of more than 1,600,000;
- where 72.7% of the residents are classified as "rural," but are becoming available in ever increasing numbers for industry;
- where pride in home ownership, job and government are part of a native-born inheritance;
- where industrial education, supplementary training and on-the-job programs are active state government functions.

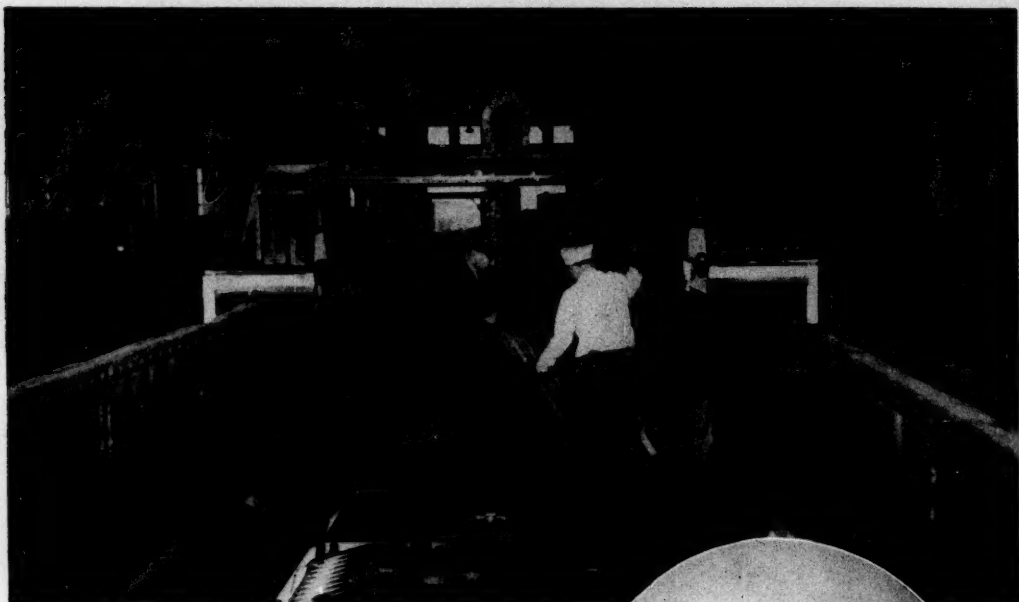
North Carolina's tremendous strides forward in rural electrification, highways and telephone service enable industry to locate away from congested centers without sacrificing availability of labor or access to markets and materials. More and more industrialists are finding that North Carolina plant sites meet their Atomic Age requirements.

**SO NEAR** *to major markets...*

For information about the state that offers you "relative isolation with maximum accessibility to major markets," address Room M-2 Division of Commerce and Industry, Dept. of Conservation and Development, Raleigh, North Carolina.

**NORTH  
CAROLINA**



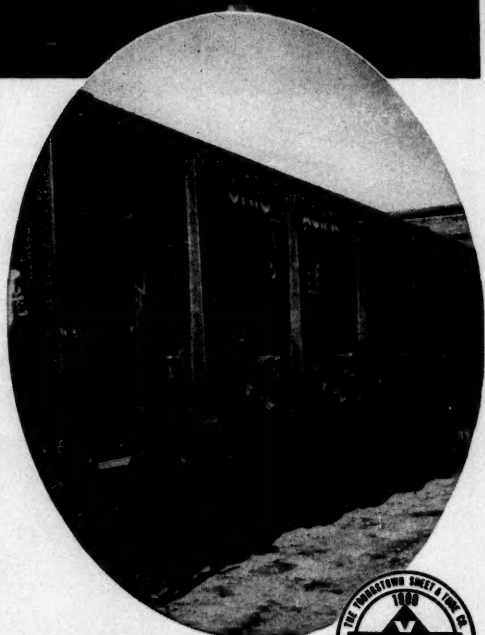


*for tougher, lighter gondolas*

**YOLOY** steel plays an important part in the Union Pacific Railroad's 1950 car renovation program. Approximately 500 rusty, road-worn gondolas already have been given new life and restored to useful service. All drop doors, which are subjected to severe abrasion and corrosion, are fabricated from Yолоy steel plates.

Yолоy is Youngstown's high tensile low-alloy nickel-copper steel. It has demonstrated a remarkable ability to resist corrosion, abrasion, vibration and shock, even at extreme low temperatures. It also saves weight, due to its extra toughness and strength, welds readily and fabricates easily. It has proved itself in 15 years of service in railroad passenger coaches, box cars, gondolas and other heavy duty equipment.

If you are not yet familiar with Yолоy, ask us for further information. Our District Sales Office nearest you is ready to serve you promptly.



Photographs by courtesy of the Omaha shops of the Union Pacific Railroad.

# Youngstown

## YOLOY STEEL



**THE YOUNGSTOWN SHEET AND TUBE COMPANY**

*Manufacturers of Carbon, Alloy and Yолоy Steel*

General Offices: Youngstown, Ohio

Export Office: 1000 Avenue of the Americas, New York 10

SHEETS • PLATES • WIRE • ELECTROLYTIC TIN PLATE • COKE TIN PLATE • RAILROAD TRACK • PIPE  
CONDUIT • PIPE AND TUBULAR PRODUCTS • BARS • RODS • COLD FINISHED CARBON AND ALLOY STEEL

**X**  
*Marks the  
 Spot*



**Willing, Intelligent  
 Workers**



**Pleasant Climate**



**Raw Materials of  
 Many Kind**



**Dependable Power**



**Gateway to  
 South American Markets**

**M**ORE and more industries are "discovering" Alabama, because in Alabama are so many spots ideal for so many kinds of industry. In the center of a growing domestic market and the gateway to increasing South American trade Alabama also offers, for industries which require it, copious quantities of good water, a diversity of raw and semi-finished materials for most kinds of manufacturing, dependable electric power, willing intelligent workers.

Alabama's a good place for industry, but it's also a good place to *live*. Mild winters make healthful outdoor recreation possible the year 'round; summers are seldom warmer than elsewhere; vacation spots in mountains and on seashore are many; social and cultural organizations abound in many fields of interest; schools are good, and religious needs are met by churches of many denominations.

Whether your interest is immediate or long-range, our industrial engineers will gladly study your needs and place before you facts about locations which might fill those needs. There is no obligation; your inquiry will be held in confidence.

**There is an  
 IDEAL SPOT  
 for Your Plant in  
 ALABAMA**

**A Good Place to  
 Work and Live**

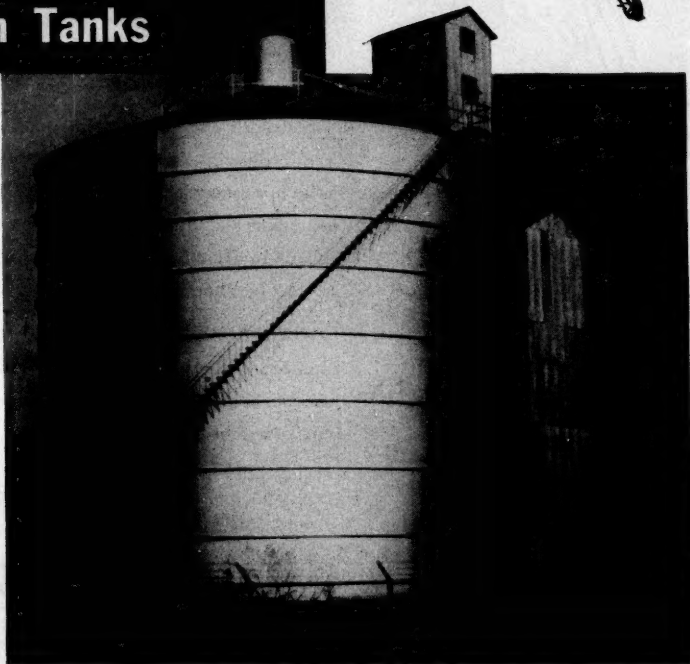
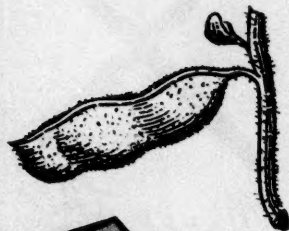


*Alabama Power Company*

**Industrial Development Division**

**Birmingham, 2, Ala.**

# HORTON Welded Steel Construction Assures Longer Life For Soy Bean Tanks



The shining new Horton soy bean tank at the Refuge Cotton Oil Mill, Greenville, Mississippi is built for many years of dependable service. Horton engineering and erection methods, combined with welded steel construction, are always an assurance of maximum tank life.

This 70 ft. diam. by 60 ft. cylindrical structure provides safe and clean storage for soy beans. Welded steel tanks won't crack or leak and smooth tank surfaces mean easier painting. The result—lower maintenance cost.

Specially constructed Horton welded steel tanks, such as this one, are performing valuable services for Industry throughout the world. They have been thoroughly proven in many types of material storage.

When you consider new tank construction, write our nearest office for facts and figures. We will be glad to give you complete information without obligation.

## PARTIAL LIST OF HORTON WELDED STEEL EQUIPMENT

|                    |                   |
|--------------------|-------------------|
| Elevated tanks     | Marx Savealls     |
| Flat-bottom tanks  | Cookers           |
| Cylindrical tanks  | Hortonspheres     |
| Pressure tanks     | Hortonspheroids   |
| Sulphate digesters | Barking Drums     |
| Sulphite digesters | Steel Smokestacks |

## CHICAGO BRIDGE & IRON COMPANY

Atlanta 3 ..... 2145 Healey Bldg.  
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Chicago 4 ..... 2106 McCormick Bldg.  
Cleveland 15 ..... 2216 Guildhall Bldg.

Detroit 26 ..... 1510 Lafayette Bldg.  
Houston 2 ..... 2114 National Standard Bldg.  
Los Angeles 17 ..... 1517 General Petroleum Bldg.  
New York 6 ..... 3313—165 Broadway Bldg.  
Philadelphia 3 ..... 1619—1700 Walnut Street Bldg.

Salt Lake City 4 ..... 520 West 17th South St.  
San Francisco 4 ..... 1540—200 Bush St.  
Seattle 1 ..... 1320 Henry Bldg.  
Tulsa 3 ..... 1611 Hunt Bldg.  
Washington 4, D. C. ..... Caffritz Building

PLANTS IN BIRMINGHAM, CHICAGO, SALT LAKE CITY AND GREENVILLE, PENNSYLVANIA





*"What Enriches the South Enriches the Nation"*

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## Economy Should Come First

Every businessman knows that there are two ways to balance a budget. One, of course, is to increase income; but the other, equally effective, is to cut expenses.

Our national representatives, elected or appointed, who demand austerity from us, should be compelled to practice it in the conduct of our government's affairs. They can be made to do so if we sufficiently impress them with our convictions. The federal budget should be balanced. This not only necessitates increased income; it also makes mandatory the elimination of every expense not directly related to national security.

Unless the most despicable kind of politics is being played by those in power in Washington, it just does not make sense to penalize all of us in order to perpetuate the current extravagance in government. If the butter on our bread must be spread thinner, then the icing should be removed from the government cake.

President Truman has said that government expenditures would be cut "to the minimum required to give effective support to the defense effort." Unfortunately, his proposed budget belies his words. Senators and Representatives, closer to the people they represent than to the false prophets who claim to control class votes, realize that the people are almost unanimous in their demand for retrenchment in government spending. It is to them, rather than to a vacillating executive, that we must look for correction of bureaucratic squandering. Foremost among the clear thinkers in Congress are Senators Byrd of Virginia, and George of Georgia.

Senator Byrd, for years a voice crying for sanity in the dark wilderness of socialistic chicanery, claims that the Federal budget for the coming year can be cut 7.6 billion dollars. And he backs up his claim. Read in the Senator's own words how this saving can be accomplished:

"Few rivers and harbors, public roads and reclamation projects are essential to the defense effort. The Post Office Department, which has an annual deficit of

more than half a billion, should be self-supporting, as it was during World War II. About 25 per cent of the domestic-civilian budget is for state aid: public assistance, housing, education, agriculture, civil airports, business promotion. Most of them are tied to long-term statutory commitments, and Congress and the President should agree to legislation which repeals, amends or suspends those commitments. Some domestic-civilian programs must have more money for activities which tie in with defense. These include control and allocation agencies, labor training, revenue collection and the like. These increases added up to some \$625 million, and no reasonable person would deny their necessity. But their inclusion must not swell the total of non-defense items. Instead, that total should be—and can be—cut by at least \$3.6 billion.

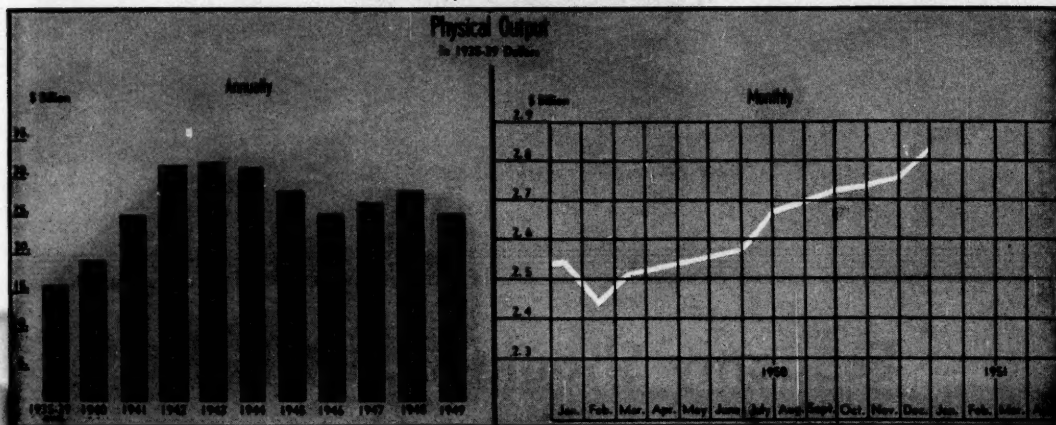
"In my long study of federal fiscal affairs, I found that excessive civilian employment was the key to extravagance and inefficiency. Today's worst offender is the Department of Defense, where there is one civilian employee for every two men in uniform. At the peak of World War II, the ratio was one civilian for every five uniformed persons. Should the military establishment cut its estimate of 1¼ million civilian employees by 150,000, the saving would be a half billion dollars.

"Neither at home nor abroad are give-away programs defense essentials. Foreign economic aid, which this year is \$4 billion, is due to expire a year hence and already has been withdrawn from Britain. Meanwhile, the billions since appropriated for military aid overlap ECA programs at many points. In the new budget, ECA should not exceed commitments already made, and this would mean a reduction of \$3.5 billion. The savings I have outlined total \$7.6 billion."

Confidence in the dollar can be restored, and inflation halted if the budget is balanced. It can be balanced if the American people demand economy in the conduct of their government, and if each one of us has the foresight and fortitude to carry his fair share of the increased burden of taxation.

# SOUTHERN BUSINESS OUTLOOK

16 Southern States



## Following the Trend

With prices in all sectors continuing strongly upward, the labor force of all sections of the country stretched to its limits and the work week growing steadily longer, it has been inevitable for some time that dollar values for 1950 would substantially exceed those of 1949 in all types of productive enterprise.

It is not surprising, then, to be able to note that total dollar value of production from farming, mining, construction, and manufacturing in the 16 Southern states was 18 percent higher in 1950 than in 1949.

Since there was an approximate rise of five per cent in the all commodity price index, it is reasonable to deduce that not less than twelve or thirteen per cent can be attributed to expansion of physical output. This represents a very substantial speedup when it is considered that the national industrial machine was already functioning at an extraordinary peacetime level.

## Monthly Statistics

|                                     | Dec. 1950 | Nov. 1950 | Dec. 1949 |
|-------------------------------------|-----------|-----------|-----------|
| <b>PRODUCTION, FINANCE, TRADE</b>   |           |           |           |
| Manufactures (\$ mil.)              | 4,221     | 4,129*    | 3,262     |
| Construction Put in Place (\$ mil.) | 878       | 821       | 515       |
| Farm Marketings (\$ mil.)           | 187       | 1,227     | 1,028     |
| Mineral Output (\$ mil.)            | 490       | 516       | 441       |
| Iron-Steel (600 tons)               | 2,391     | 2,323     | 2,176     |
| Cotton Consumed (600 bales)         | 707       | 905       | 664       |
| Electric Output (mil. kw.-hrs.)     | 10,309    | 10,213    | 8,866     |
| Bank Debits (\$ mil.)               | 25,739    | 23,712    | 21,689    |
| Retail Sales (\$ mil.)              | 4,672     | 3,297     | 3,973     |
| Carloadings                         | 1,180     | 1,297     | 1,003     |

\* Revised.

Steel and iron data from reports of American Iron & Steel Institute; Carloadings, Association of American Railroads; Other data from U. S. federal agency statistics.

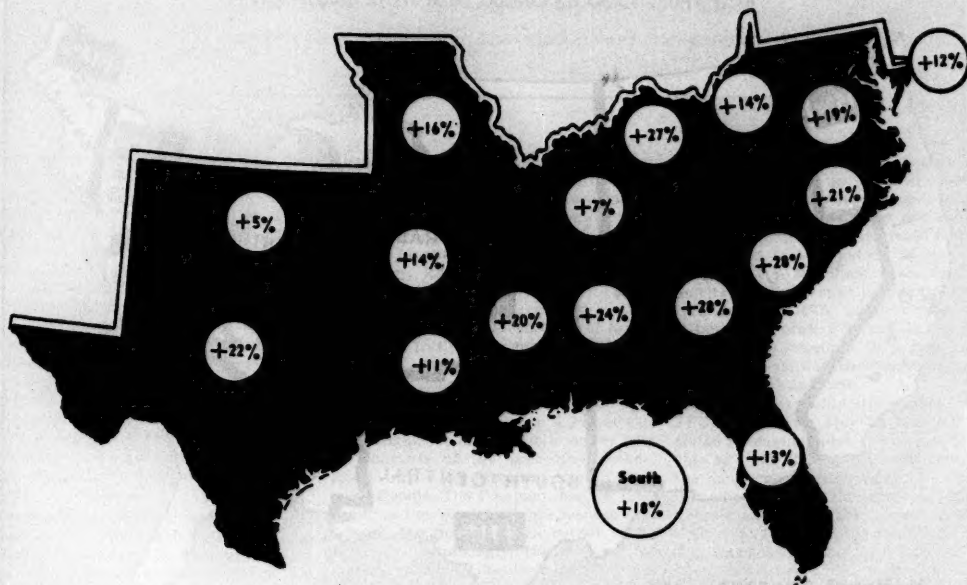
## Dollar Value of Receipts from Productive Enterprise (16 Southern States—Blue Book Concept) (\$ million)

| State         | Farming* |        | Mining |        | Construction |        | Manufacturing |         | Total Production |         | % Over 1949 |
|---------------|----------|--------|--------|--------|--------------|--------|---------------|---------|------------------|---------|-------------|
|               | 1950     | 1949   | 1950   | 1949   | 1950         | 1949   | 1950          | 1949    | 1950             | 1949    |             |
| Ala.          | 465      | 445    | 148    | 119    | 385          | 212    | 2,524         | 2,049   | 3,522            | 2,825   | 24          |
| Ark.          | 598      | 628    | 114    | 80     | 200          | 138    | 881           | 719     | 1,793            | 1,565   | 14          |
| D. C.         | —        | —      | —      | —      | 265          | 198    | 253           | 227     | 518              | 425     | 22          |
| Fla.          | 468      | 416    | 64     | 52     | 668          | 432    | 1,016         | 1,064   | 2,216            | 1,964   | 13          |
| Ga.           | 614      | 562    | 31     | 27     | 506          | 320    | 3,308         | 2,581   | 4,450            | 3,490   | 28          |
| Ky.           | 663      | 683    | 412    | 386    | 362          | 214    | 2,469         | 1,776   | 3,906            | 3,059   | 27          |
| La.           | 408      | 386    | 613    | 583    | 564          | 449    | 2,499         | 2,249   | 4,084            | 3,667   | 11          |
| Md.           | 277      | 281    | 14     | 20     | 648          | 438    | 3,175         | 2,784   | 4,114            | 3,523   | 16          |
| Miss.         | 566      | 581    | 103    | 79     | 160          | 128    | 914           | 664     | 1,743            | 1,452   | 20          |
| Mo.           | 1,171    | 1,096  | 85     | 77     | 567          | 372    | 4,944         | 4,265   | 6,767            | 5,810   | 16          |
| N. C.         | 975      | 868    | 22     | 17     | 452          | 370    | 5,031         | 4,081   | 6,480            | 5,336   | 21          |
| Okla.         | 611      | 723    | 492    | 464    | 330          | 230    | 1,438         | 1,310   | 2,871            | 2,727   | 5           |
| S. C.         | 344      | 328    | 11     | 9      | 291          | 208    | 2,483         | 1,890   | 3,129            | 2,435   | 28          |
| Tenn.         | 572      | 573    | 68     | 51     | 455          | 465    | 2,980         | 2,721   | 4,075            | 3,810   | 7           |
| Tex.          | 2,352    | 2,374  | 2,461  | 2,260  | 1,951        | 1,412  | 7,963         | 5,939   | 14,617           | 11,904  | 22          |
| Va.           | 600      | 533    | 117    | 107    | 515          | 361    | 3,497         | 2,965   | 4,729            | 3,966   | 19          |
| W. Va.        | 180      | 183    | 791    | 737    | 227          | 154    | 1,713         | 1,466   | 2,911            | 2,540   | 14          |
| South         | 10,764   | 10,690 | 5,546  | 5,077  | 8,546        | 6,101  | 47,078        | 38,750  | 71,934           | 60,588  | 18          |
| All Others    | 21,169   | 20,467 | 4,978  | 5,016  | 17,659       | 12,441 | 172,587       | 150,920 | 216,392          | 188,844 | 14          |
| United States | 31,933   | 31,127 | 10,524 | 10,093 | 26,204       | 18,542 | 219,665       | 189,670 | 288,326          | 249,432 | 15          |

\* Includes home consumption.

## Productive Activity By States

(Dollar value of output of Southern farms, mines, construction and factories in 12 months of 1950 as compared with 12 months of 1949)



## South's Competitive Strength To Be Tested

All of the 16 Blue Book states of the South in December improved their industrial ratings as compared with 1949.

A substantial portion of the improvement came from a year end rush of farm marketings to take advantage of currently high prices for agricultural products.

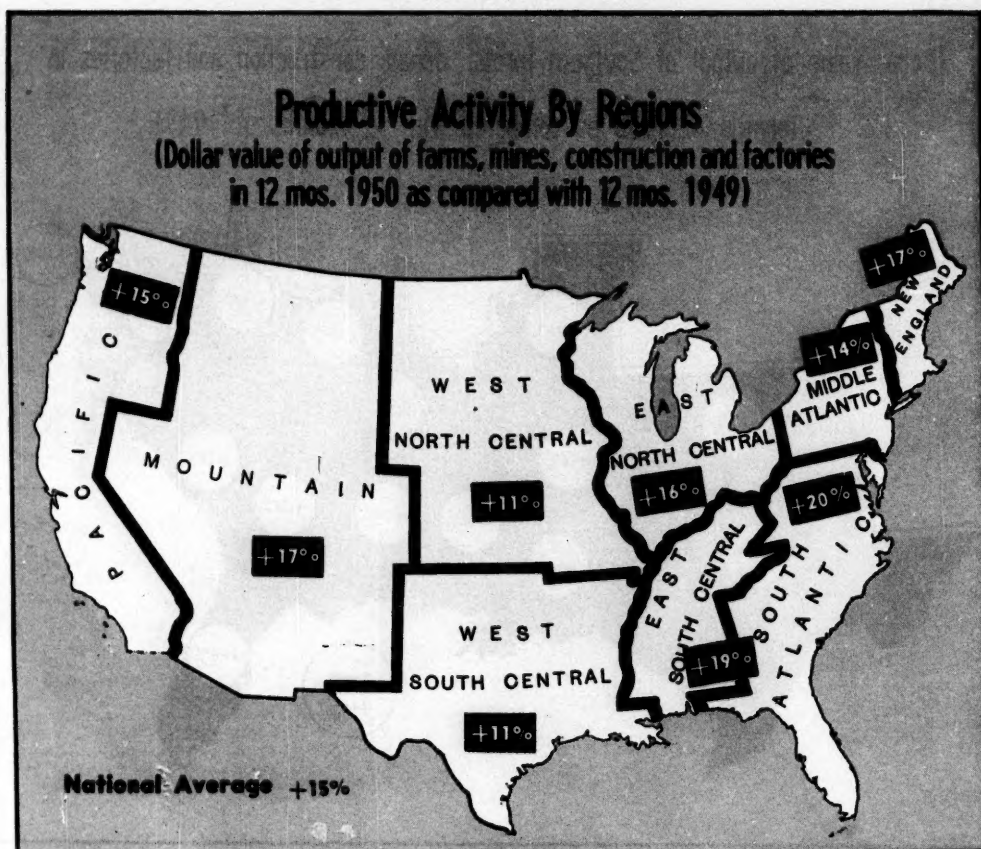
States making strong gains in the agricultural sector included Mississippi, Arkansas and Alabama.

Equally as influential in boosting year end averages were spurts in metalworking and textile industries. Alabama, Maryland, Missouri, Texas and West Virginia were especially benefited by the former, Georgia, the Carolinas and Virginia by the latter.

For the year as a whole the South fared better in percentage gains than the average of other regions, the edge being chiefly in the agricultural and mining sectors, with manufacturing and construction being just about on a par so far as the Region and Nation are concerned.

Barring labor disputes, it is fairly certain that the South will continue to set the pace in raw materials enterprise; but it remains to be seen whether the Region in 1951 can maintain its present excellent competition in manufacturing and construction. With emphasis in the former veering ever more strongly in the direction of metal products production, it may be found that the South's lesser preparedness in this field will prove to be a serious handicap.

# NATIONAL ROUND-UP



**Dollar Value of Receipts from Productive Enterprise**  
By Regions—Bureau of Census Concept (\$ million)

| Region          | Farming* |        | Mining |        | Construction |          | Manufacturing |           | Total Production |           | % Gain Over 1949 |
|-----------------|----------|--------|--------|--------|--------------|----------|---------------|-----------|------------------|-----------|------------------|
|                 | 1950     | 1949   | 1950   | 1949   | 1950         | 1949     | 1950          | 1949      | 1950             | 1949      |                  |
| New England     | \$ 775   | \$ 824 | \$ 44  | \$ 42  | \$ 1,426     | \$ 1,075 | \$ 16,529     | \$ 14,121 | \$ 18,774        | \$ 16,062 | 17               |
| Middle Atlantic | 2,188    | 2,234  | 1,113  | 1,313  | 5,311        | 3,929    | 55,549        | 48,664    | 64,161           | 56,140    | 14               |
| East            | 5,905    | 5,774  | 1,042  | 955    | 4,765        | 3,425    | 66,858        | 57,242    | 78,570           | 67,396    | 16               |
| N. Central      | 7,965    | 7,596  | 738    | 702    | 2,104        | 1,394    | 15,567        | 13,977    | 26,374           | 23,660    | 11               |
| South           | 3,561    | 3,234  | 1,051  | 970    | 3,650        | 2,540    | 20,969        | 17,448    | 29,231           | 24,242    | 20               |
| East            | 2,266    | 2,281  | 731    | 614    | 1,362        | 1,019    | 8,887         | 7,211     | 13,246           | 11,125    | 19               |
| West            | 3,870    | 4,110  | 3,680  | 3,496  | 3,045        | 2,229    | 12,771        | 11,217    | 23,366           | 21,052    | 11               |
| S. Central      | 2,137    | 2,020  | 1,091  | 969    | 1,196        | 735      | 5,543         | 5,080     | 7,967            | 6,834     | 17               |
| Mountain        | 3,266    | 3,004  | 1,034  | 1,002  | 3,345        | 2,196    | 18,992        | 16,710    | 26,637           | 22,912    | 16               |
| Pacific         | 31,933   | 31,127 | 10,324 | 10,093 | 26,204       | 18,542   | 219,665       | 189,670   | 288,326          | 249,432   | 15               |
| United States   |          |        |        |        |              |          |               |           |                  |           |                  |

\* Includes home consumption.



# Rules for Private Enterprise

By Richard R. Harwood, Jr.

Managing Editor

After a long, bitter struggle the Virginia Electric and Power Company has won an outstanding victory for privately owned and operated power companies.

**T**HE details of the bitter struggle, between the Virginia Electric & Power Co. and the Department of the Interior, revolving around the construction of a power dam across the Roanoke River, just above Roanoke Rapids, North Carolina, warrant the attention of everyone who is interested in putting a stop to the socialistically inspired encroachments of the federal government into the domain of private enterprise. The insidious, misleading and completely irresponsible accusations made by the Interior Department against VEPCO during the course of almost two and one half years of litigation before the Federal Power Commission, reveal a public power philosophy too patently earmarked to fool any thinking person.

**Background**—Historically speaking, the facts to date are these: In 1930 Virginia Electric & Power Co. filed application with the Federal government to build a dam across the Roanoke River just above Roanoke Rapids, North Carolina. In due time permission was granted, but VEPCO allowed the authority to lapse, largely because there was no demand for additional power. The Virginia Public Service Co. had not been acquired at that time, and therefore the Roanoke Rapids area was rather remote from VEPCO's load centers.

The whole project lay dormant, as far as the power company was concerned, until 1948 when the firm's growing demands necessitated additional generating capacity.

In the intervening years a series of events occurred that laid the groundwork for the present conflict.

The 74th Congress in 1936 passed the Flood Control Act, and using this as its authority Congress, in 1938, authorized the construction of two of the first multipurpose dams in the nation. Within the next two or three years the army engineers instituted a comprehensive survey of the Roanoke River Valley in Virginia and North Carolina. This resulted in a general plan for a comprehensive development of the Basin's resources. Three projects were called for. They were

Buggs Island, Philpot and Smith Mountain. These three projects were directed primarily at flood control. Accompanying them were recommendations for eight projects to be designed wholly and entirely for the hydro-electric generation of energy. Roanoke Rapids was one of these eight.

This overall plan was approved by Congress in 1944 in the Flood Control Act of that year. In the same law—PL 534, 78th Congress, 2nd Session—construction of the Buggs Island and Philpot Reservoirs was authorized.

In 1948 Virginia Electric & Power Co., fully cognizant of the public power acts of Congress of the preceding decade, again turned its attention toward Roanoke Rapids. The Company had, in 1944, acquired the Virginia Public Service System on the Southwestern border of its territory. Accordingly, the demand for electric energy in the firm's territory had soared, and this called for the construction of additional steam and hydro-electric facilities. Two huge steam plants were already under construction but more sources of power were badly needed, especially in the Roanoke Rapids area, where an additional demand of 65,000 kilowatts was foreseen by 1954.

After extending general approval of power generating facilities in the Roanoke Basin in the Flood Control Act of 1944, Congress had done nothing to further such development since that date. VEPCO was keenly aware of the need and the firm's engineers believed a Roanoke Rapids project was ideally suited for feeding "peaking" power to its established system.

Accordingly, plans were drawn up for a concrete dam 2840 feet long. This would create a reservoir of 4900 acres. In October of 1948 the company filed its application with the Federal Power Commission for authority to build the dam.

**Opposition**—Opposition was immediately encountered. Socialism and bureaucracy working hand in hand intervened in the person of the Department of the Interior and the Rural Electrification Administration, in opposition to the granting of a license.

The interveners stated flatly that Congress by its action in 1944 had reserved the Roanoke Rapids development for federal construction, and that the Federal Power Commission therefore had no jurisdiction in the matter. If, however, for the sake or argument, it was assumed that the FPC did have jurisdiction, then Interior and REA paradoxically proclaimed the project infeasible, inadvisable, unfair, improper in a half dozen different ways, and thoroughly opposed to the public interest.

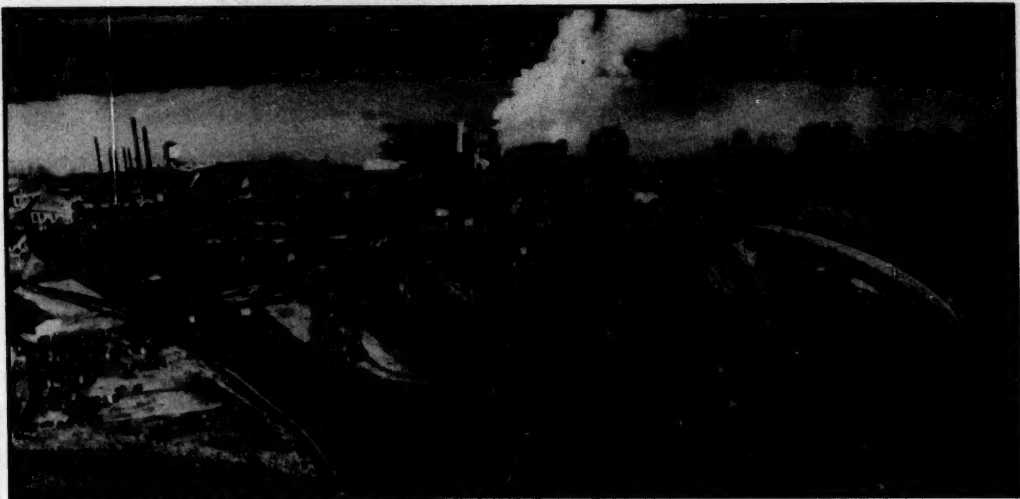
The case was finally brought before the FPC examiner on May 12, 1949. VEPCO stated its case simply: It was more than able to stand the cost of construction of the dam; construction would be started immediately upon the granting of the license; the power was needed to serve VEPCO's customers; the engineering design was sound; the dam would have no effect whatsoever on flood control or navigation; it would not hamper in any way the disposition of the governments power to be generated at Buggs Island; there would be no problem as to pollution of the waters involved.

**Private Enterprise vs. Socialism**—In the face of these facts VEPCO did not look for strong opposition. However, the firm's attorneys soon learned that facts were not to be fought by contrary facts, but rather that their job was to combat socialism. Instead of facts, the private utility would be called upon to defend itself from a series of concepts, unorthodox mathematics and twisted interpretations of law. And this is the way the issue has been fought. A private tax paying business corporation has stood in opposition to a public power philosophy that is socialism pure and simple.

**Interior's Claims**—The battle waged by the Department of the Interior from May 1949 to date, may be broken down into four separate and distinct attacks. The first two of these have no logical basis of fact. The third was in direct contravention of the articles of the Flood Control Act of 1944. The fourth was valid only in the eyes of those who looked to federal control of our utilities.

(Continued on page 36)

# CONSTRUCTION



Above—Roanoke Rapids, N. C. plant of Halifax Paper Co., which is pushing a large expansion program including a new paper machine and mill. Rust Engineering Co. is the contractor.

## February Awards Total \$641,867,000

By S. A. Lauver  
News Editor

**S**OUTHERN construction was valued at \$641,867,000 in February. The figure is a one hundred thirty-one per cent gain from the level for the comparable month of last year.

Construction in the first two months of 1951 totals \$1,724,333,000. No other January-February combination approaches that figure, which is two hundred twenty-five per cent larger than the value registered in the first two months of 1950.

The current year's February total is about forty-three per cent below the all-time peak established in the preceding month, when two huge atomic energy

projects swelled the aggregate to its huge size. Declining residential construction was a contributing factor in this drop.

Private industrial projects, occupying a premier position, reached \$377,334,000 in February. The total was two hundred and thirty per cent higher than the \$120,619,000 reported for private industrial work in January.

Southern industry is experiencing a number of large additions, with chemicals, metals and textiles in the forefront. One project at Texas City, Texas, will cost \$30,000,000. Freeport and Velasco, in the same state are sites for others. Pagedale, Mo. will become a center for manu-

facture of detergents through a \$5,000,000 expenditure.

The \$75,000,000 expansion of the South's largest steel mill at Baltimore ranks highest in its area. A \$10,000,000 steel mill is reported for Oneida, Tenn. A West Virginia project would cost \$7,000,000. Several expansions are going forward in Alabama. The Lone Star, Texas steel enlargement will cost many millions.

The aluminum industry is especially active. Huge projects are being started in the light metal field. Two new pot lines and other facilities are to be built at Port Lavaca, Texas. A plant is proposed in Arkansas. Another project—near New Orleans—will cost \$70,000,000. Previously published is a Corpus Christi plant to cost \$80,000,000.

Cement shortages have resulted in newly announced projects. The program of one company in Louisiana will cost approximately \$4,000,000. Twice that amount will go for a new Jacksonville, Fla. plant. Expansion in South Carolina will cost \$2,000,000. A large project in a related field is planned in Oklahoma.

Growth in the southern textile industry has been marked in the last few years, with work currently continuing. Among the most recent announcements are a \$1,500,000 knitting mill at Belton, S. C.; \$2,000,000 Henderson, N. C. cotton mill expansion; a huge synthetic fibre plant at Decatur, Ala., as well as numerous others of lesser size.

Public building ranked next to industrial construction in value in February. The \$81,475,000 total was fifty-eight per

### SOUTH'S CONSTRUCTION BY STATES

|                      | February, 1951<br>Contracts<br>Awarded | February, 1951<br>Contracts<br>to be<br>Awarded | Contracts<br>Awarded<br>First Two<br>Months<br>1951 | Contracts<br>Awarded<br>First Two<br>Months<br>1950 |
|----------------------|--|---|---|---|
| Alabama              | \$38,754,000                           | \$39,052,000                                    | \$97,456,000  | \$13,243,000  |
| Arkansas             | 8,673,000                              | 9,780,000                                       | 13,950,000  | 9,380,000   |
| District of Columbia | 1,573,000                              | 1,995,000                                       | 4,163,000   | 10,364,000  |
| Florida              | 46,965,000                             | 68,903,000                                      | 67,926,000  | 35,544,000  |
| Georgia              | 12,800,000                             | 113,736,000                                     | 25,132,000  | 18,604,000  |
| Kentucky             | 11,348,000                             | 7,371,000                                       | 362,925,000   | 4,560,000   |
| Louisiana            | 124,062,000                            | 130,230,000                                     | 144,953,000   | 55,360,000  |
| Maryland             | 92,735,000                             | 55,519,000                                      | 127,924,000   | 52,275,000  |
| Mississippi          | 15,702,000                             | 49,235,000                                      | 21,935,000  | 17,625,000  |
| Missouri             | 17,095,000                             | 53,903,000                                      | 69,224,000  | 21,490,000  |
| North Carolina       | 10,356,000                             | 18,674,000                                      | 33,023,000  | 23,316,000  |
| Oklahoma             | 15,206,000                             | 49,829,000                                      | 18,792,000  | 12,895,000  |
| South Carolina       | 19,827,000                             | 12,981,000                                      | 380,325,000   | 26,914,000  |
| Tennessee            | 15,489,000                             | 37,384,000                                      | 43,221,000  | 32,477,000  |
| Texas                | 176,101,000                            | 249,640,000                                     | 242,072,000   | 123,886,000   |
| Virginia             | 31,358,000                             | 78,261,000                                      | 44,282,000  | 70,541,000  |
| West Virginia        | 4,723,000                              | 26,900,000                                      | 26,523,000  | 2,750,000   |
| <b>TOTAL</b>         | <b>\$641,867,000</b>                   | <b>\$1,003,384,000</b>                          | <b>\$1,724,333,000</b>                              | <b>\$530,431,000</b>                                |

cent above that for its counterpart of 1950 and forty-five per cent above the total for January 1951.

The public buildings figure embraces \$42,144,000 for government buildings and \$39,331,000 for schools. The former is one hundred twenty-nine per cent ahead of the value of the same type of work in February, 1950; the latter, eighteen per cent up. Compared with January, the figures are up fifty-four and thirty-seven per cent, respectively.

Private building in February amounted to \$76,777,000, a drop of forty-six per cent from the January value and of eighteen per cent from February of last year. The current total embraces \$59,558,000 for residential work, \$3,285,000 for office buildings, \$5,534,000 for assembly buildings, and \$3,400,000 for commercial structures. These latter are now under government restriction.

Engineering type construction more than doubled in February. The \$59,667,000 total is one hundred thirty-one per cent ahead of January and sixty-five per cent above the level for February of 1950. Included in the current total are \$44,796,000 for dams, drainage, earthwork and airports; \$12,455,000 for sewer and water work and \$2,416,000 for government electric projects.

Dams, drainage projects, earthwork and airports are up four hundred ninety per cent, when compared with January; up eighty-three per cent above its 1950 counterpart. Sewer and water work is practically at the same level as January, the slight increase being about two per cent. Compared with February of last year, the current second month total is up forty-seven per cent.

Highway construction in the contract stage totaled \$46,564,000 in February. The figure represents an increase of thirty-one per cent above that for the preceding month. It is, however, twenty-three per cent below the total for February a year ago.

The January-February aggregate of \$1,724,333,000 is made up of \$1,198,003,000 for industrial projects; \$221,448,000 for private building; \$137,355,000 for public building; \$85,452,000 for engineering construction and \$82,075,000 for highway and bridge projects.

## CONSTRUCTION



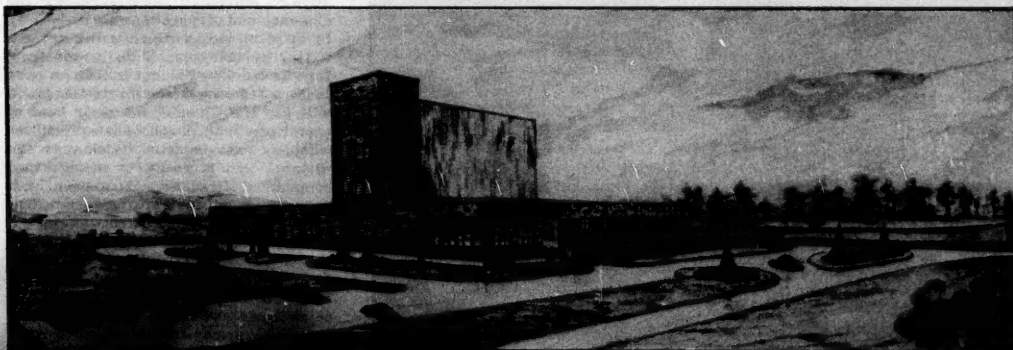
New Seven-Up Co., plant, St. Louis, Mo., Hugo K. Craf, Archt., Murch-Jarvis Co., Inc., Contr.

Fifty-eight per cent of the unprecedented industrial total represents the two atomic energy projects in South Carolina and Kentucky. The \$120,619,000 for private industrial work reported in January and the \$377,384,000 for similar projects in February complete the total.

Private building's \$221,448,000 two-month total is twelve per cent above the comparable period of 1950. The current figure embraces \$170,606,000 for residential work; \$19,239,000 for office projects; \$17,801,000 for commercial building and \$13,802,000 for assembly buildings.

### SOUTH'S CONSTRUCTION BY TYPES

|  | February, 1951<br>Contracts<br>Awarded | February, 1951<br>Contracts<br>to be<br>Awarded | Contracts<br>Awarded<br>First Two<br>Months<br>1951 | Contracts<br>Awarded<br>First Two<br>Months<br>1950 |
|--|--|---|---|---|
| <b>PRIVATE BUILDING</b>  |  |   |   |   |
| Assembly (Churches, Theatres,<br>Auditoriums, Fraternal) .....       | \$5,534,000                            | \$13,640,000                                    | \$13,802,000  | \$15,967,000  |
| Commercial (Stores, Restaurants,<br>Filling Stations, Garages) ..... | 3,400,000                              | 2,674,000                                       | 17,801,000  | 16,497,000  |
| Residential (Apartments, Hotels,<br>Dwellings) .....                 | 59,558,000                             | 59,929,000                                      | 170,606,000   | 152,226,000   |
| Office .....   | 8,285,000                              | 20,335,000                                      | 19,239,000  | 11,907,000  |
|  | \$76,777,000                           | \$97,578,000                                    | \$221,448,000                                       | \$196,597,000                                       |
| <b>INDUSTRIAL</b> .....  | \$377,384,000                          | \$272,537,000                                   | \$1,198,003,000                                     | \$711,646,000                                       |
| <b>PUBLIC BUILDING</b>   |  |   |   |   |
| City, County, State, Federal<br>and Hospitals .....                  | \$42,144,000                           | \$59,389,000                                    | \$69,389,000  | \$78,646,000  |
| Schools .....  | 39,331,000                             | 41,611,000                                      | 67,966,000  | 54,951,000  |
|  | \$81,475,000                           | \$100,999,000                                   | \$137,355,000                                       | \$83,597,000  |
| <b>ENGINEERING</b>   |  |   |   |   |
| Dams, Drainage, Earthwork,<br>Airports .....                         | \$44,796,000                           | \$381,842,000                                   | \$52,544,000  | \$48,569,000  |
| Federal, County, Municipal Elec-<br>tric .....                       | 2,416,000                              | 12,622,000                                      | 8,315,000   | 6,477,000   |
| Sewers and Waterworks .....  | 13,455,000                             | 27,261,000                                      | 24,593,000  | 15,259,000  |
|  | \$59,667,000                           | \$421,725,000                                   | \$85,452,000  | \$70,245,000  |
| <b>ROADS, STREETS, BRIDGES</b> ..                                    | \$46,564,000                           | \$121,144,000                                   | \$82,075,000  | \$168,952,000                                       |
| <b>TOTAL</b> .....   | \$641,867,000                          | \$1,068,354,000                                 | \$1,724,333,000                                     | \$539,431,000                                       |



Nymore Plant, Belling Gorthill Co., Hendersonville, N. C., McPherson Co., Archts. & Engrs., Greenville, S. C.



# Harlingen Looks to Completion of Intracoastal Canal

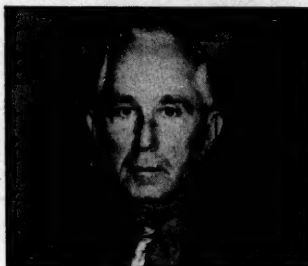
**T**HE Citizens of Harlingen, Texas, are now seeing a dream come true as the final lap of the Intracoastal Canal is being dredged into Harlingen. The Turning Basin has been completed and there is less than six miles left before the final dredging, which will link Harlingen with all of the Mississippi Valley, the Texas Coast and the Midwest, will have been accomplished. The contracts have been let for the building of wharves, docks, transit shed and roads to the Port Site, which lies six miles East of Harlingen, and the completion date will be June 1, 1951.

**The need**—The inhabitants of the Rio Grande Valley have always been alert to the importance of water-borne freight.

In 1905, a group of far-seeing Texans and Louisianans realizing the possibility of an inland water route from Mexico, to Maine, organized the Intracoastal Canal Association of Louisiana and Texas, and their highest hopes were achieved last June when they saw the Canal completed to the Mexican Coast which was the last link in the system.

**Beginning**—About 1925, the entire Valley was awakened to the fact that water transportation was now essential as the 15 per cent freight differential adversely affected them in competing with other sections of the country. Their first step was to organize navigation districts in various Valley Cities, and in 1927, Cameron and Willacy Counties, organized the Arroyo Colorado Navigation District of

Cameron and Willacy Counties, Texas, with headquarters in Harlingen. They proposed to utilize the Arroyo Colorado to the mouth, and at the junction with Laguna Madre, cross it, and then cut Padre Island into the Gulf. This project was not approved in Washington, because the Government, at that time had decided to build a channel from the Gulf between Brazos and Padre Island into Port Isabel, and two outlets to the Gulf



Clifford N. Purdy

within 20 miles of each other would not be considered justifiable.

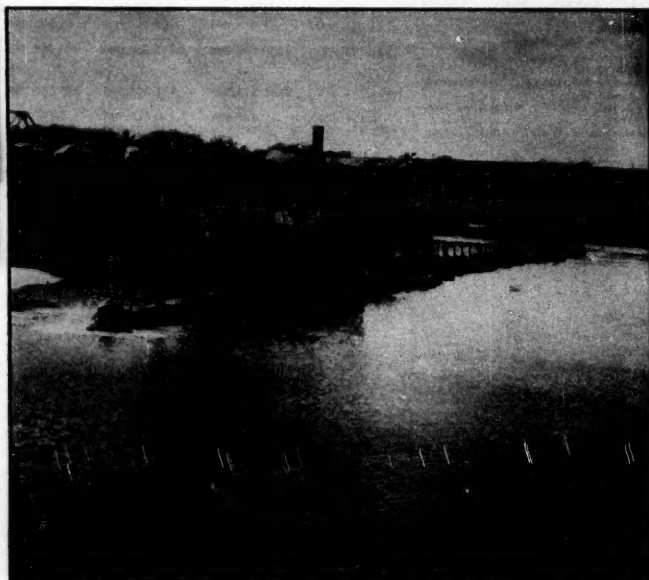
**Disappointment**—After this, the Harlingen Project lay dormant for quite some time. During the depression a fair portion of the funds belonging to the District were lost in bank failures. Then about 1936, the Commissioners decided

to take the balance of the funds, buy a dredge and build a six foot channel from Port Isabel to Harlingen and lighter freight between the two points. The channel was built, but did not prove feasible and the work was then allowed to once more come to a stop.

When the Arroyo Colorado Navigation District was formed, it was to be composed of three elected commissioners, who were to serve as the Board, giving their time without compensation. The oldest member of the present Board is Clifford H. Purdy, an Insurance Adjuster. Mr. Purdy made several trips to various points along the Intracoastal Canal while on business, and became quite interested in the development and progress the Canal was making. He was elected to the Board in 1938. Then began the efforts to secure an appropriation from the Government to further the building of the Canal into Harlingen. The Government approved and recommended the appropriation to complete the project. But the Board's hopes were short lived, for War was declared, and the President tied up the funds, for he deemed it unnecessary to the progress of War. So once again the work was stopped.

**Perseverance**—Later, Mr. E. C. Breedlove, President of the First National Bank of Harlingen, and C. O. Bennett, a real estate dealer of Rio Hondo, were elected to the Board. Along with Mr. Purdy, who was elected Chairman of the Board, they employed Colonel Howard M. Yost as engineer. This Board stayed intact and pushed the project to completion. The number and variety of obstacles that the Board had to overcome, if this dream were to become a reality, probably never have been equalled on any similar project in the state of Texas. For, in addition to loss of funds through bank failures and the war, the District was plagued with injunction suits in their efforts to comply with the request of the Government to secure easements as local cooperation, and another blow was dealt when it was found the District was to pay over \$200,000.00 as their share in the construction of a new bridge to replace an obstructive one over the Channel before the Government would give their approval for the project.

**Dividends**—With completion of the Harbor near, one major oil company has already purchased property along the Channel, and preparations are under way to build oil docks which will serve the Valley by bringing oil on barges from East Texas. Two Shrimp Industries have constructed warehouses on the Canal and will use the Channel for their base of operations, and a phosphate fertilizer company has completed its plant on the Channel and is ready to manufacture commercial fertilizer. Sites have been picked out by another major oil company. It will start construction in the near future. Keeping in mind that this new Port of the Rio Grande Valley is more centrally located, and 35 miles nearer to the center of the distribution point than many other Ports, many other industrial firms are rapidly becoming more interested in securing locations at Port Harlingen.



Final dredging of the turning basin, Harlingen, Tex., February 1951.



# Transition Problems Intensified by New Price-Wage Controls

by Sidney Fish  
Industrial Analyst

**B**IG new industries coming to the South—steel, chemicals, aluminum, rubber, aircraft and other ordnance production—mean steady expansion for the entire area over the next decade.

For the average employer, however, now is the time to take action on the serious transitional problems that lie ahead over the next few months. Cutbacks ordered by the National Production Authority in the use of steel, copper, aluminum and other materials mean that temporarily management will have to demonstrate its resourcefulness and flexibility. Price controls, too, will place a severe test on employers. For under the latest rulings of the Office of Price Stabilization and the Wage Stabilization Board, it is plain that wage costs will continue to rise for some months at least, while price relief will be granted in small amounts and very slowly. Months may pass before OPS changes the General Ceiling Price Regulation in its application to your company.

**Emergency Measures**—Here are some emergency measures that various managements are taking as they face this transitional period, which may last a year or longer:

**1. Attention is being given to economy programs.** These are especially important, since it is plain that taxes are rising sharply, civilian volume is being reduced, and defense orders are not only difficult to obtain, but often provide narrower profit margins than on civilian output.

**2. Profits are being studied on each civilian item manufactured.** If the profits on some items are too low, under OPS ceilings, an appeal for price relief should be made at once to OPS. Do not count on automatic price relief being extended to your industry under which you would be allowed to add new costs to your prices.

**3. On the assumption that price relief applications will be acted on slowly, take steps to shift your production from low profit items to those in which the profit is more adequate.**

Thus far, the OPS regulations do not bar the discontinuance of unprofitable items, or the reduced production of such items. Since it is likely that OPS will prevent you from bringing out new styles at prices higher than those already in your line, you will have to improve your price position by making changes in the output of the various items which you are already producing, so that your profit margin will not be squeezed too severely by rising costs.

**4. Shortages of materials are bound to force you to eliminate certain styles or**

**models, or to make substitutions of new materials.** In making such substitutions, try to make changes in production methods, too, that will enable you to reduce your costs.

**5. Make sure that you keep adequate cost records.** To obtain price relief, you will have to show OPS that your cost accounting is sound.

**6. You may not change your discounts or allowances, under the OPS ceiling price regulation.** But if your customers, due to reduced purchases, do not qualify for quantity discounts, or if their credit is impaired, you are justified in adopting a different policy under those conditions, for the individual customers. But make sure that your discount terms and credit terms are spelled out in writing, so that you will be ready if OPS ever questions them.

**7. Have your base period prices ready for inspection by OPS.** Enforcement agents of OPS will go out in the field for the first time in March, to make sure that sellers are not exceeding their allowed ceiling prices, which in general represent the maximum prices on goods delivered during the base period, from Dec. 19, 1950, to Jan. 25, 1951.

Section 16 of GCPR says that you must "preserve and keep available for examination" by OPS those records showing prices charged for commodities and services delivered or offered between Dec. 19 and Jan. 25. In addition, you must keep records to establish the "latest net cost incurred by you prior to the end of the base period in purchasing commodities" (if you are a wholesaler or a retailer).

You must show, in addition, categories of commodities delivered or offered, and you must prepare and preserve a ceiling price list of all of your commodities, listing each model, type, style and kind.

**8. If you raised prices during the base period, and then rescinded the rise, in response to the "voluntary" price control program tried by OPS in December, you may now restore the price rise, since your maximum price during the base period is your legal ceiling.**

**9. If your competitors have raised their prices, and you have been frozen at a lower price level, you should consider at once an appeal to OPS to raise your prices to your competitors' levels.**

**10. If your suppliers raised prices just before the freeze, but you were prevented from establishing a higher ceiling price because you were unable to deliver any of your products at the higher level before Jan. 26, you should appeal for relief from this squeeze.**

**11. If you were forced to grant a wage or salary increase after the price rise became effective, you should at once prepare your appeal to OPS, citing not only higher labor costs but any other cost increases on materials, etc., that you have encountered.** Also, mention reductions in volume resulting from materials shortages, which have raised your overhead costs per unit. It is not certain yet what relief, if any, OPS will grant on such applications, but the sooner they are presented, the quicker you will know how you stand price-wise under the controls, and you will therefore know what corrective action you will have to take to bring your costs down.

**12. If you make products from agricultural commodities, special OPS provisions give you a limited measure of relief.** Processors and manufacturers are allowed to add the dollars and cents difference per unit between the highest price paid by them for a purchase of the agricultural commodity during the base period, and the cost of the most recent purchase. You may add this amount to your maximum selling price for the period from Dec. 19 to Jan. 25. OPS must be notified of the facts by registered mail.

**13. If you are traditionally a high cost producer, and often required a higher price than some of your competitors, you may qualify for a premium price level.** During the last war, such high cost producers often were permitted to sell at levels above those approved for the industry as a whole.

**14. Escalator clauses have been ruled invalid by OPS.** But if you booked orders a long time ago for future delivery, under a price escalator clause, you may be entitled to some measure of price relief, once OPS issues standards covering such cases.

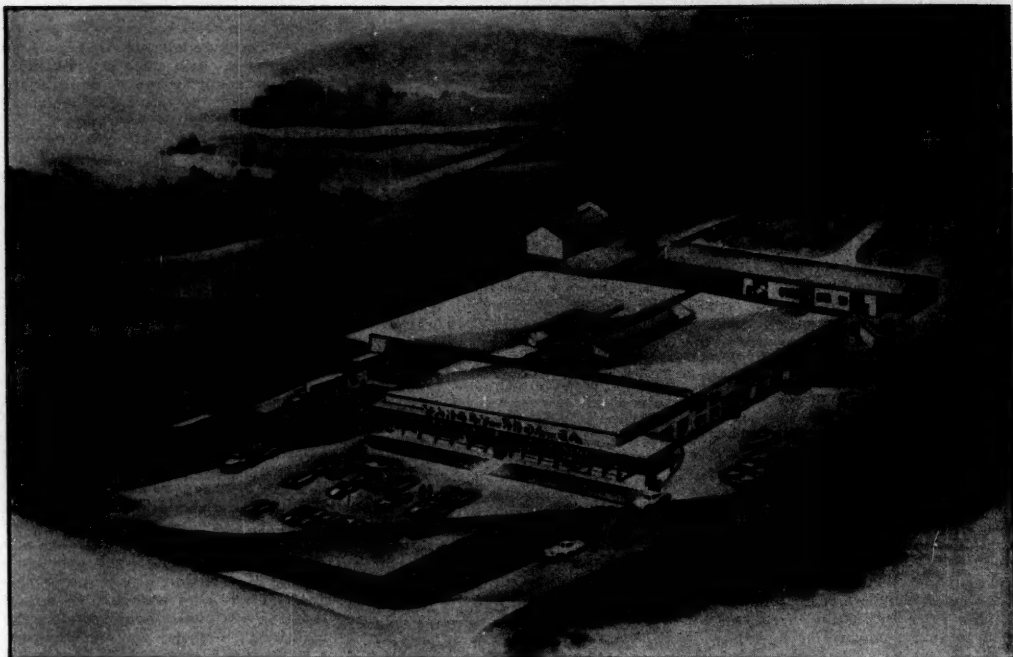
**15. Make sure that you overlook no avenue for reflecting your true costs.** Many companies have completely written off the cost of plants or equipment. In such cases, their depreciation charges are artificially low, as a result of long range savings, and your opportunities for price relief and tax relief are reduced. To increase your computed costs, you should consider selling your plants to an insurance company, a religious organization or other investors and then taking them back under a long-term lease. In that way, the rent will be a new cost that you can use as a base for price relief, and for a reduction in your calculated profit for tax purposes. In view of the high excess profits tax on 1951 corporate earnings, such steps are highly advisable. Similarly, if you operate a fleet of cars, you should consider selling the fleet and renting them from a car or truck leasing agency.

**16. If you have difficulty computing your ceiling price on a new product, write to the Director of Price Stabilization, explaining the nature of your problem.**

**17. When you prepare your report to OPS of your base period prices, make note of any seasonal or other factors which forced you to sell at abnormally low levels at that time. Also, make note of any reduction of your costs during the**

(Continued on page 36)

# INDUSTRIAL EXPANSION



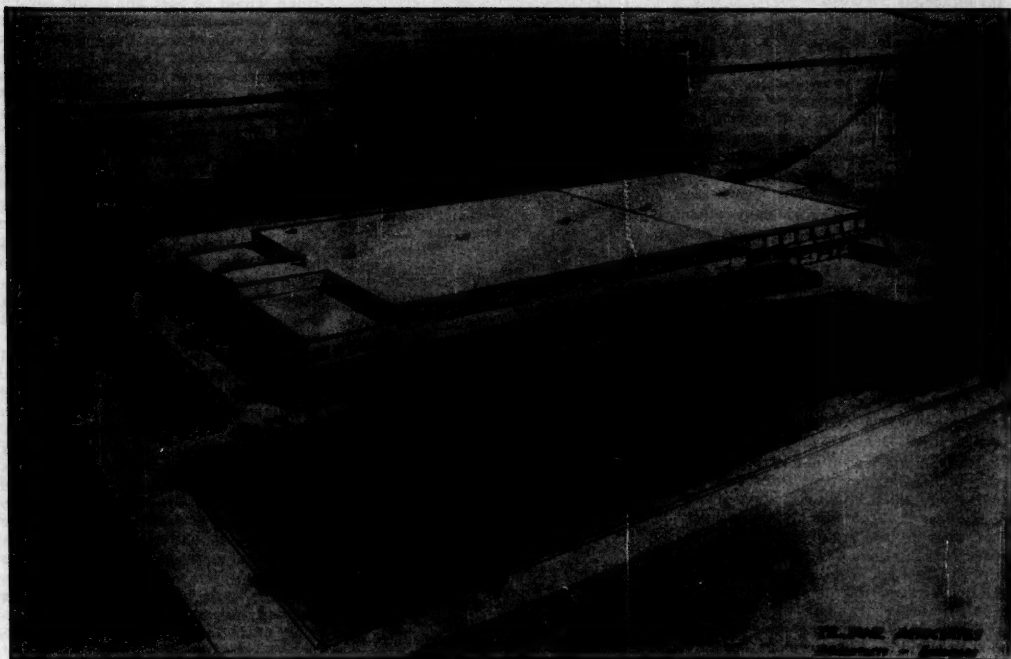
Shown above is the new plant of Yancey Bros. Co., located just north of the city limits of Atlanta, Ga., on U. S. Highway 41. One of the most modern machinery distributor's plants in the Southeast, it includes 75,000 sq. feet under roof. The new plant went into operation March 1st.

## IN GEORGIA



Ground has been broken for construction of a new building to house offices and warehouse facilities of the Goodyear Tire and Rubber Co., Inc., Atlanta district office. The building is scheduled for completion by May 1. I. H. Hardin, gen'l contr.

# INDUSTRIAL EXPANSION



## IN TEXAS

Construction of a one story brick and steel structure in Dallas for the Ford Motor Co. will begin soon. Designed as a parts depot, the building will measure 240 by 500 feet and will contain 120,000 square feet of floor space. The Austin Co., Cleveland, designer, engineer, contractor.

## NORTH CAROLINA

Woonsocket Falls Co. mill near Wilmington, N. C. Scheduled for completion this month, this \$3,-500,000 building which includes seven acres under one roof, will employ 700 workers in weaving, dyeing and finishing pile fabrics for auto and furniture upholstery.





(Continued from page 33)

base period, resulting from specially advantageous purposes.

**18. Preserve all price lists and other written records** to support your maximum base period prices which you have chosen.

**19. Make a special survey of your overhead costs**, to make sure that you are including every item in your calculation of costs, when you submit figures to OPS. Pricing problems are not the only transitional problems by any means.

**Other Problems—Wages**—Many other steps must be taken to keep a business on an even keel during the era of controls that lie ahead. Wage controls are just as important, and they require just as careful planning.

The Wage Stabilization Board has established a catch-up wage rise formula, under which employees who have not received an increase of 10 per cent since Jan. 15, 1950, will be allowed to receive an increase which would bring them up to that level.

Although the major unions have won rises of 8 to 10 per cent since Jan. 16, 1950, many small employers have given no increase at all, or possibly 3, 4, or 5 per cent. They are not required, by the WSB order, to bring their wages up 10 per cent over the base period. But growing manpower shortages, and union pressure will probably make it advisable to grant moderate rises, where employees have lagged behind the 10 per cent permissible catch-up formula.

Some employers will even seek ways to exceed the legal 10 per cent limit.

The regulations permit merit increases and length of service rises. But this does not mean that the employer is permitted to use unlimited discretion in granting such rises. He must have a formal merit increase plan, in writing. The jobs must be clearly described and each job classification must have a clearly designated rate range.

The regulations state that when a plan does not provide for increases in specific amounts or percentages, that the amount which may be granted to any one employee as a merit rise cannot exceed the figure obtained by dividing the total amount of merit rises granted during 1950, in a single job classification, by the number of employees in that classification who received such increases. The average merit rise thus becomes the maximum merit rise for 1951.

If the employer has any question concerning wage stabilization, he should put it in writing and send it to his regional Wage-Hour Division of the Department of Labor, which will act as the enforcement agency in the field for the Wage Stabilization Board. In this way, the employer will be legally protected against any infringement of the rules.

**Know-how Will Pay Off**—In the period of transition which we have entered, there will be a cash pay-off for detailed knowledge of the regulations, and how best to utilize them to strengthen a company's position.

## Federal Power Commission

(Continued from page 29)

Considering these attacks individually, we may describe the first as a jurisdictional assault. In the first instance, the interveners claimed that while the Flood Control Act of 1944 had authorized only two specific projects in the Roanoke Basin and had appropriated funds only for these, it had approved a "general plan for the comprehensive development of the Roanoke River Basin for flood control and other purposes". It was their contention that because this general plan included Roanoke Rapids, that Congress thusly had pre-empted jurisdiction over the eight power sites for exclusive federal development.

In his decision of March 17, 1950, the Federal Power Commission's examiner, Mr. Hampton, ruled against the line of argument used by the Department of Interior and the REA.

The interveners tried again. They now insisted that the FPC had, by its own actions, placed this case outside of its jurisdiction. This claim is based on the fact that during the House hearings on the Roanoke Basin plan the FPC had answered, by routine letter, a request for comments in which it concurred with the army engineers' conclusion that the Basin should be developed in a comprehensive fashion. This action, it was claimed, thoroughly divested the FPC of any further say in the matter. Examiner Hampton was equally emphatic in his ruling against this line of argument.

Having failed in their efforts to have the case taken out of the hands of the FPC, the Interior Department then began a series of curious objections to the project on its merits. They attacked it as being too costly for practical operation, bringing into the picture the amounts that VEPCO would have to pay Buggs Island for the assurance of an adequate water supply. They attacked it as taking unfair advantage of the government's tremendous investment in the Buggs Island dam, 40 miles to the North; saying that VEPCO would be "picking up the apples after the taxpayers had shaken them down." They then claimed that actually the site was of no value at all. This argument carried little weight, especially in view of the fact that it came after the interveners' contention that the site was entirely too valuable for a private utility to exploit. Needless to say, the former argument has been squelched also. The final effort of this particular attack was possibly the weakest of all those preceding it. It was claimed that the project would be a barrier to navigation on the Roanoke River. This sudden concern on the part of the Secretary of the Interior over navigation rights was received with very little patience by army engineers who characterized navigation in the area under question as "inactive."

Attack No. 3 held no water whatsoever. Herein Interior agreed that Roanoke Rapids is a tremendous opportunity after all. In the face of past testimony as to the terrific expensiveness of the project,

it stated that power could be produced at Roanoke Rapids for 2.90 mills; compared with 5.10 mills at Buggs Island. Everything would be just fine if the government owned both because then it could charge less than cost for Buggs Island power and more than cost for Roanoke Rapids power with the happy result that preferred customers would get a first class bargain as a result. This testimony indicated nothing much outside of suggesting that the opposition was not as familiar as it should be with paragraph 5 of the Flood Control Act of 1944, which limits the Secretary of the Interior specifically to recover costs.

**Down to Brass Tacks, At Last**—In his fourth attack the Secretary of the Interior got down to brass tacks. What he had really been meaning to say all along was this: "I am instructed under the Flood Control Act to sell whatever surplus power may result from authorized dams to certain preferred customers. Sooner or later, these cooperatives and public bodies may need more power than these dams will make available to them. Therefore, I must be prepared to supply whatever power they may require in the future. Toward that end it is my duty to prevent private power companies from developing sites which later might be used for public power supply." This, perhaps, is the most dismaying part of this entire study.

It can only be supposed that this twisted interpretation, stated by the Secretary of the Interior, constitutes the current Washington thinking, insofar as the government's obligations in the field of public power are concerned. Stating it a little differently, the Secretary regards it as his duty to sell not only what he has, but to preserve that which he has not, and to sell not to any purchaser, but to "preferred customers."

**Examiner's Ruling**—On November 15, 1950, Mr. Hampton noted that it appeared to be even more remote and improbable then, than when the decision of March, 1950, was issued, that the government would develop Roanoke Rapids. In the same ruling the FPC examiner stated flatly that the Flood Control Act "does not charge the Secretary of the Interior with the duty, or confer the authority, to provide means to supply all power requirements of public bodies and cooperatives. Nor is authority found in paragraph 5 to arrange for or provide new sources of power for new preference customer loads to be developed in the future.

These conclusions by Mr. Hampton went to the full membership of the Federal Power Commission.

**FPC Finds For VEPCO**—In a unanimous (5 to 0) action taken by the Commission on January 26, 1951, it approved its Examiner's report recommending a license for the Virginia Electric & Power Co. to develop the Roanoke Rapids site.

As the situation exists today, Virginia Electric & Power Company has won an outstanding victory for privately owned and operated power companies. Litigation by the Department of the Interior in the higher courts, while possible as a delaying action by government socialists, can scarcely hope to be successful.



# Income Study Reveals Need For Improved Farming Methods

By Caldwell R. Walker

Editor, Blue Book of Southern Progress

**D**ESPITE the remarkable showing being made by Southern business activity in all segments of the Region's economy, incomes continue to be disappointing.

In a practical sense, incomes represent the single true measure of prosperity and economic progress.

And viewed from this common-sense standpoint, the South still must do considerable planning and developing before complete satisfaction can be attained.

When contemplated broadly, it appears somewhat puzzling that the 16 Blue Book states of the South, with one third of the Nation's population and approximately the same ratio of employed labor force, should be able to realize from their economic endeavors only one fourth of the national income.

**Causes Sought**—It is only when the body economic is dissected and carefully inspected that the underlying cause or causes of the apparent anomaly become clearly understandable.

A complete analysis of this type is now made available from material borrowed from the 1951 Blue Book of Southern Progress which will come off the press in complete form within the next few weeks.

The Blue Book will show, for 1950, a total private enterprise income for the South of \$53 billion; for the Nation \$207 billion.

The latter figure compares favorably with estimates just released by the U. S. Department of Commerce, setting total national income for 1950 at \$235.6 billion. This figure includes \$24 billion as derived from government, a category not covered by the Blue Book, and also an unstated amount designated as imputed rental income accruing to those who own their own homes. This category also is one which the Blue Book does not include as an element of private enterprise. It should run not less than \$5 billion.

When this amount and that contributed by government are eliminated the Blue Book result and that of Commerce come into close accord.

**South's Share**—As a starting point, it can be noted that for 1950 the South's income from private enterprise amounted to 25.6 per cent of that of the Nation.

It can also be noted that the population count completed last spring by the U. S. Department of the Census shows 49.8 million population for the South (exclusive of District of Columbia) and 149.1 million for the Nation (also excluding the District), making the South's ratio 33.4 per cent.

And this brings the matter back to the original question: Why should this ratio between income and population exist?

**Why the discrepancy**—The answer is not hard to find. But is not the simple matter of setting up factories where farms now exist, of diverting enterprise from agriculture to other industries. It goes further and deeper than that.

In the first place, the South needs to keep all its farms going—and if present conditions continue into the future, to keep its farms going at a healthy clip. Rising prices for farm products attest to current supremacy of demand over supply.

If not that, then what? With the South's labor force presently plunged up to the hilt in employment, how institute more lucrative enterprise other than by abandoning farms and promoting factories?

Well, following the oft quoted slogan of Al Smith, let's look to the record for the answer. And first, let's look at farming.

**Farming**—Income from farming in the South in 1950 totaled \$7.4 billion, including products used for farm use. That meant a per capita income from farming for every man, woman and child in the south of \$148.

In the Nation at large, farm income totaled \$19 billion, a per capita rate of \$133. From this standpoint, the South had all the best of it.

But looking further, it is found that it took 5,565 Southerners to turn out their \$7.4 billion, while in the country at large it required only 10,427 persons to acquire their \$19 billion. This meant an income production of \$1,914 per working person in the United States against only \$1,327 per working person in the South. Or putting it another way, it would have required only 3,857 farm workers in the South to produce their 1950 income if their farms had been operated as efficiently as the average for the Nation. That would have released nearly two million workers for engagement in other industries. Even at the low current rate of average Southern income, such a conversion would have resulted in an income gain of \$1.5 billion, and per capita income gain of \$32 per annum.

It is not an immediate objective to attempt to point out what can and should be done to bring about such results. The requisites are very likely well known to every farmer in the South. And it also should be said that these requisites are being put into effect with good speed. It is going to take time. It is not amiss to point out, however, that Florida, Missouri and Texas are already exceeding the national average for farm income, and that

the latter two at least are heavy livestock producers.

Whatever the methods to be used in the procedure, it can be said with reasonable certainty that the South will never achieve income parity with the rest of the country until a better utilization of soil and land resources is achieved, and along with this achievement must go intensification of mechanized farming. Thereby fewer persons will be required to do specified tasks, and others will be released to increase incomes in diversified endeavor.

**Other endeavor**—The South does not show badly in some other economic sectors. In mining for example, per capita and worker incomes top somewhat the averages for the Nation. Mining income in the South in 1950 totaled \$2.9 billion, a per capita rate of \$38 and a worker rate of \$6,359. The Nation's mining income of \$5.7 billion represented a per capita rate of \$21 and a worker rate of \$5,967.

In manufacturing, the South falls considerably below the national average, due primarily to scarcity of skilled worker industries. Income from manufacturing in the South totaled \$14.9 billion—per capita \$300—per worker \$4,383. The Nation had manufacturing income of \$74.5 billion—per capita \$497—per worker \$4,947.

In the remaining industries, utilities, construction, finance, trade and service, there is little to choose between the South and Nation. The South has lower per capita rates in all, but per worker rates that are on a par with the national average. These other industries, moreover, are generally supplementary to those turning out raw materials and manufactured products. As incomes from these latter expand, the supplementary industries tend to expand accordingly.

One other point is worth exploring at this stage. Manufacturing of any sort unquestionably serves as an income lever. To be highly effective, however, discrimination should be observed in expanding factory production.

South Carolina serves as an excellent illustration. No state in the South, and doubtless none other in the Nation, has expanded manufacturing at a greater percentage rate than South Carolina over the past decade or so.

This expansion has aided the income of South Carolinians mightily. Furthermore, its ratio of manufacturing income to total income is highest in the South. Yet this state still ranks eleventh among the 16 states in per capita rate of income. This for reasons already touched upon. Too many people are required to turn out the State's agricultural production, and discrimination has not been observed in selection of factories. Seventy per cent of all manufacturing output is in textiles, and while the textile industry is a natural for the South, it is not among the high income producers. Serious consideration should be given toward institution of other industries also, preferably those requiring high skills. There alone lies the highway to better incomes. After all, income is merely the simple combination of compensation for work and property. High wages and high profits combine to make high incomes.

# Long Market Rise Poses Problems for Investors

Public attitude now subject to diverse psychological factors.

By Robert S. Byfield

Financial Editor

**P**ATIENT investors in many groups of industrial and railroad common stocks have seen their holdings become more valuable in recent months as recorded by quotations which are expressed in non-convertible paper dollars. For them an active bull market is in existence just now and their tendency is not to quarrel with it, although an increasing number of observers are shaking their heads and suggesting that there must be some sort of a reaction in the offing. Of course, sooner or later quotations will cease to rise, but whether or not there will be a drastic "shakeout" of the type previously witnessed from time to time in the stock market is not easy to predict. Prices of shares may just level off, trading activity may decline and public interest lag. When security markets are regulated as at the present time and the impact of tax laws is so great, due allowance must be made for unorthodox behavior of prices. The past no longer may be a reliable guide.

**Present Attitude of Investors**—At this writing "inflation" is still something of an abstraction which the politicians inveigh against but do little to cure. If the hour of termination of the present bull market has not yet struck, it is because the American public seems to be enjoying the effects of inflation at the moment and probably will continue to enjoy it right up to the time that it becomes frightened. At that time it will demand that Washington really do something about inflation and those who are on the alert to find some reason for tempering or reversing their views about the stock market will then find the key to what they have been seeking.

**Danger Signs Being Ignored**—If Washington actually takes action about inflation, public psychology may change overnight as it has occasionally done in the past. Many investors would then decide that common stocks were no longer quite as desirable a substitute for cash or government bonds as they now believe. There are plenty of people who are being injured by the rise in commodity prices, but they certainly do not include the farmers or those members of highly organized and aggressively led unions who are able to find ways and means of

having their wages raised. Many of the professional and other self-employed people are also prosperous. White collar workers and those who are living on fixed incomes such as the interest from bonds and annuities are naturally not having a good time of it. But many people are victims of a false sense of security because, as it has been in many other countries, in its early stages inflation is somewhat like a narcotic. The public will commence to get scared when some of the pensioners, annuitants and white collar workers begin to show frayed cuffs. At that time politicians will decide that it is more to their interest to attack seriously the root causes of inflation rather than to tamper with the symptoms as they are now doing.

Specifically, the announcement of controls on wages and prices did not discourage investors from buying common stocks because these regulations were milder than had been expected. The stricter requirements for carrying stocks on margin which were recently instituted were practically ignored principally because most of the buying of securities has been for cash and the total borrowing for the purpose of buying securities still stands at a very low figure.

**Treasury-FRB Controversy**—The publicity widely given the latest chapter of the long controversy between the U. S. Treasury and the Federal Reserve Board served only to remind investors that the Treasury will win out over its opponents in the long run. There seems little doubt at this time that if the U. S. Government wishes to have as low an interest rate as it deems necessary to finance itself it will win over the Federal Reserve Board to see things its way. Long ago it was evident that the Welfare State favored printing press techniques and abhors monetary orthodoxy. Since the outbreak of hostilities in Korea the Federal Reserve has been acquiring rather than selling government bonds and this in a sense has created "new money." Some economists feel that practically all of the rise in commodity prices since last summer has been due to Federal Reserve policy and that if the monetary authorities in Washington had seriously attempted to cope with inflation six or

seven months ago they would have succeeded in holding the price level fairly close to that which existed in May, 1950. We are mindful of the fact that the problem has been complicated by the existence of many billions of Series E and F Savings Bonds which are maturing during the next half dozen years and which can be cashed in at the option of their holders. This limits the maneuverability of the money managers, and, of course, the expansion pressures of a war or rearmament economy are bound to lead to inflation of some sort, but the Federal Reserve System has powerful braking facilities which in the present instance appear not to have been used to the extent to which they might have been. Institutional and other well informed investors are perfectly aware of what has transpired since Korea and are backing their judgment with respect to common stocks.

**Inventories—Asset or Liability?**—The favorable attitude of the public towards common stocks may reverse itself if the problem of accumulation of inventories grows more urgent. Since the turn of the year there has been ample evidence of a sharp increase in inventories at all levels from the manufacturer to the consumer. The avid buying well in excess of consumption stems from the widely held belief that many commodity items will become scarce as the armament program begins to bite into our raw material supplies. Imminence of further tax legislation has created fears that prices of certain other items including popular lines of consumers durable goods will be pushed up by increased excise taxes. At this writing inventories, which are large however reckoned, still constitute in the minds of their holders valuable assets. They could be psychologically transformed rather quickly into burdensome liabilities, but we have no means of ascertaining when, as and if this might transpire. Recent statements about "peace" emanating from the Kremlin might, in years gone past, have aroused a feeling that an early cessation of hostilities in Korea or even of the cold war variety might take place. The American public is now pretty well educated to the proposition that Communist dialectics are not derived from a Webster's dictionary. They cannot be taken at face value, but must be decoded. For example, when Stalin asks for "peace" he is looking toward a condition where there will be an acceptance of Soviet dictatorship. When he speaks of "people" he does not mean the great masses of citizens of any particular country, but only those citizens who are Communists and are willing to follow the Communist line. Hence, there has been considerable skepticism on the part of American investors of the genuineness of peace propaganda statements which are now being rather widely circulated. Ending of hostilities in Korea and real disarmament and demobilization must await the existence of something more than propaganda and an eventuality of this kind, however desirable it may be, does not seem to be in the cards just now.

## Vermiculite Insulation Allows

# Shipment of Hot Ingots

**A** SAVING of nearly two months of processing time was achieved when a white-hot ingot was recently shipped by rail from Dominion Iron and Steel Limited, Sydney, Nova Scotia, to Trenton Steel Works Limited, 200 miles away in Trenton.

In what is believed to be the first such shipment anywhere, the 30,000-pound ingot left Sydney with a temperature of 1,770 degrees Fahrenheit late in the afternoon. When the Trenton plant went to work on it the next morning, it still retained a temperature of 1,575 degrees.

This precedent-shattering trip was made possible because the ingot was insulated with vermiculite, a mineral of the mica family, mined and supplied in this instance by the Zonolite Company of Chicago, Ill.

**Time saved**—Traditionally, such a shipment has been a time-consuming operation. The ingot would have had to be cooled before being transported, a process requiring six long weeks. At its destination, it would have had to be reheated for 10 days before work could be continued.

Special arrangements were made for the trip by the Canadian National Railway, which carried the cargo.

At the Dominion plant the huge, hot ingot was allowed to solidify in a mold, was stripped and placed in a cast iron box insulated with premolded vermiculite. The remaining space was then filled with loose vermiculite, and a steel lid placed on the box. This was then securely fastened and braced to the railway car floor.

In the opinion of steel men in that area, this successful test trip may prove to be one of the most important developments in the steel industry in recent years. Reduction in processing time means lower costs, and shipping a hot ingot eliminates the danger of cracks from cooling.

**Outstanding Qualities**—Vermiculite has a melting point of 2,500 degrees Fahrenheit, making it absolutely fireproof.

Used in construction as plaster or concrete aggregate, vermiculite gives remarkable heat and fire-resistant qualities to these materials. For example, one inch of this type plaster gives from two to four times the fire protection of one inch



First known shipments of white-hot steel ingots—permitting a saving of two months' processing time—are made possible through use of vermiculite insulation in a railway flat car. Here a 30,000 pound ingot is being loaded. Ingots are shipped at a temperature of 1600 degrees F.

of sand plaster. In one test, an inch of vermiculite concrete was placed over a sheet of paper, and a two-pound magnesium incendiary bomb was permitted to burn itself out on top. The paper wasn't even charred.

In many buildings, fire-safe vermiculite is used to protect structural steel. Although steel will buckle in a fire reaching 1,000 degrees, vermiculite plaster will keep the girders comparatively cool and unbuckled for four hours—or long enough for firemen to put out the flames.

**Sources**—One source of this valuable mineral is located right in the South—in the Carolinas—and the further development and expansion of the mining and processing of vermiculite holds almost unlimited industrial possibilities for these areas.

**Processing**—Vermiculite is a non-metallic mineral of the mica family, distinguished from other varieties of mica by its peculiar property of exfoliating, or expanding, when heated. As it comes from the open-pit mines, the ore weighs about 120 pounds per cubic foot. The ore is crushed into small particles, each containing hundreds of plates tightly pressed together. Between each plate is a tiny amount of moisture. When heat treated in a furnace of about 2,000 degrees F., the moisture between the plates turns to steam and explodes the particles into cellular granules about ten to twelve times their original size. In this process innumerable dead air cells are trapped between the laminations and it is from

this air cell entrapment that vermiculite obtains a large part of its insulating value. The heating process destroys all fungi, bacteria and other forms of life, drives off volatile and soluble chemicals and leaves the vermiculite granules chemically inert. Vermiculite is combustible, rot proof and vermin proof.

Following the heating and expanding process the vermiculite granules are screened to various sizes for use as an aggregate for plaster, concrete and other requirements. The weight is then 8 to 10 pounds per cubic foot.

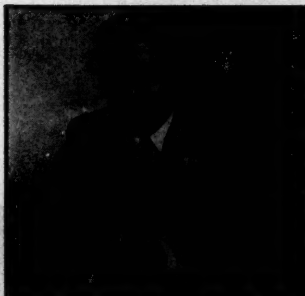
It is doubtful that any other mineral can match vermiculite in its wide range of uses. In possessing great stores of this natural wealth, many states have the basis of an important and profitable industry.



# Special Features Add Interest To International Industrial Exhibition

**I**N addition to the vast display of equipment for all branches of industry, special educational features will attract the attention of visitors at the International Industrial Exposition in Houston, Texas, from March 11 through 17. The trend of this show is toward an emphasis on tools, machinery and materials for greater efficiency in industrial operations for the rearmament program now getting under way, and its importance to men in every phase of industry is thus enhanced by the auspicious time at which the exposition is being held. It is virtually "four shows in one" since equipment and services will be presented for use in oilfield operations, in the chemical industries, in refining and in general industrial plants and shops, including power generation and transmission, machinery design and the manufacture of various primary and related products.

**Educational Aspects**—Since scientific and technical developments in equipment design and operating methods will receive special attention, arrangements have been made with educational institutions and research projects to present displays along these lines. As an example, the Annual Engineering Show of the University of Houston will be given at the International Industrial Exposition. Each engineering department of the University will have its individual exhibits and one that will be of particular interest to the petroleum industry will be a gas-lift demonstration. Another for



**E. G. Lensner**  
General Manager

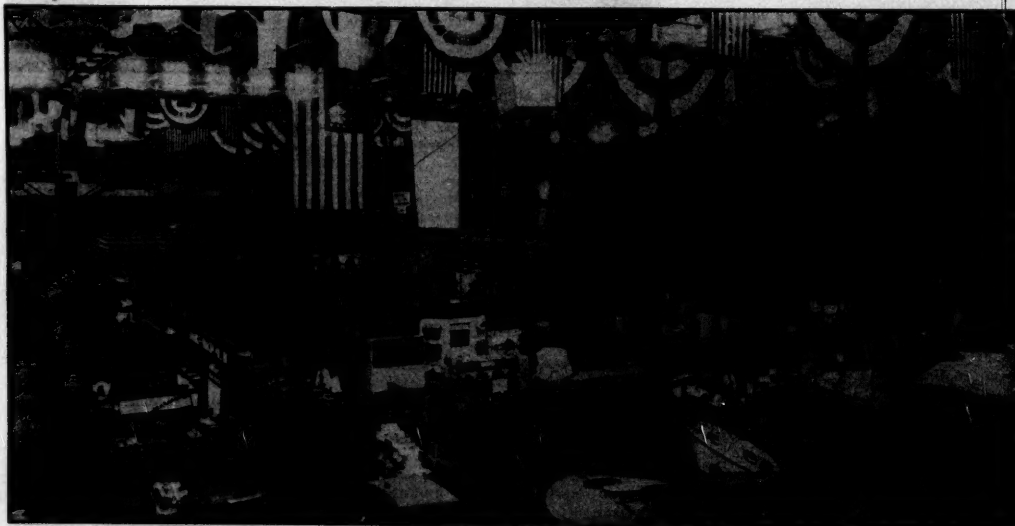
both the petroleum and chemical industries will be a test engine for octane number rating which determines the quality and performance of fuels for gasoline engines. This latter will also be of interest to the aviation industry and the Air Force.

For the more general fields of industry there will be a stress-analysis display which consists of a study, with models, by light rays for the determination of actual stresses in bridges, structures and equipment. There will be displays in miniature of some of the large industrial plants, such as that of the Hughes Tool Co., showing the complete equipment

layout and the handling of material. These displays are now under construction for the engineering exhibit at the industrial show.

Some of the other exhibits by the University of Houston will include the display and demonstration of a television camera and receiver, the actual taking and showing of television pictures, a micro-wave exhibit, safety display and internal combustion engine construction. Several cut-aways showing features of various internal combustion and diesel engines will be exhibited, together with similar showings of auxiliary equipment for engine performance. The test equipment has been built at the University shop and among the equipment designed and made in this shop are a reversible screw-cutting machine and an automatic color slide film projector. The equipment to be displayed at the university's exhibit is valued at \$75,000.

**Bureau of Mines Exhibit**—The U. S. Bureau of Mines will demonstrate the danger of gas ignition in pipe lines and the danger from static electricity in gasoline storage and transportation. In the exhibit showing the danger of gas in pipes and sewers, a trough has been constructed to show how gases that are heavier than air will flow downhill and may be ignited by a flame. Equipment will demonstrate the ignition of these gases in pipe lines and sewer lines and will include a pipe line that will be set up in the booth.



Panorama of the display floor at Sam Houston Coliseum last year when the exposition was held.





Pictured above are two of the exhibits at last year's show. On the left is the DeAll Texas Company, and on the right is the exhibit set up by the Briggs-Weaver Machinery



Company. These two Texas firms will exhibit again this year along with hundreds of others from all over this country as well as from many other countries abroad.

In the demonstration on the ignition of gas by static electricity, a charge on a toy truck will be used to ignite the gas. This truck will move back and forth on a table, will take a charge of static, and then back toward a tank, igniting a tiny amount of gas flowing out of the tank.

**Ordnance Department Display**—The U. S. Ordnance Department handling equipment and supplies for the Army, the Navy and the Air Corps has advised E. G. Lenzner, general manager of the International Industrial Exposition, that various displays will be shown at that Exposition to enable different manufacturers to determine their ability to manufacture the products presented for their examination. Men from the Ordnance Department will be on hand to supervise the exhibits and to discuss the manufacture of parts, tools and other equipment with the engineers and others concerned with their manufacture and the facilities available for their production. Manufacturing companies interested in the making of the equipment can then communicate with the proper governmental departments regarding the actual obtaining of contracts. In addition to these exhibits there will also be shown weapons and war equipment of the newest designs now in use by the armed forces.

Arrangements are also being made with the Atomic Energy Commission at Oak Ridge, Tennessee, to display atomic energy materials and technical equipment. Details of this exhibit have not been completed, but emphasis will be placed on the employment of atomic energy for industrial application.

**Industrial Films**—Another innovation at the coming Industrial Exposition will be the showing of 16-mm. sound films of technical and industrial subjects on a definite scheduled program. The program will be in charge of Percy R. Follis of the Follis Visual Service and will consist of a continuous showing of films. The films will be supplied by exhibitors and will show manufacturing processes, the application of equipment, plant operation, modern industrial methods and a variety of similar subjects. In order to make it most convenient to the visitors,

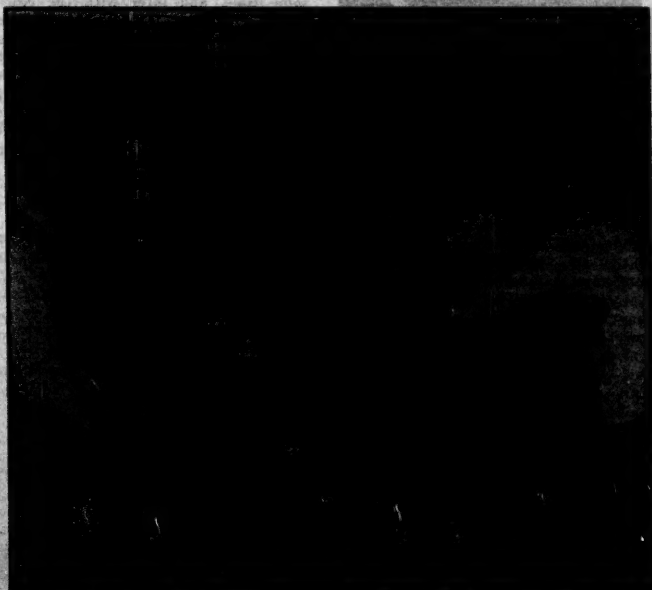
each film will be shown at a scheduled time and representatives of companies whose films are being shown will be present to answer questions about the equipment or operations involved. The program will be published and distributed to the visitors so they can plan to see the film in which they are interested.

**Other Arrangements**—A joint resolution known as H. J. Res. 101 introduced in the U. S. House of Representatives by Representative Albert Thomas of Houston, which invites the forty-eight states

and foreign countries to participate in the International Industrial Exposition has been passed, according to E. G. Lenzner, general manager of the exposition. This invitation can be made by proclamation or in any manner the President deems proper.

Men in all branches of industry will be furnished complimentary tickets so that they may spend all the time they desire in studying the equipment, supplies and services that are of interest to them, without cost.

## Engineering Show



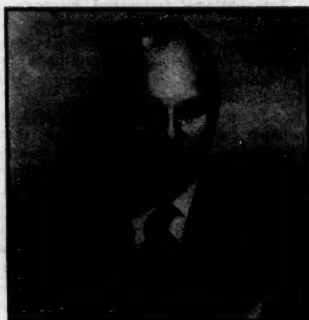
This octane numbers test engine used for determination of quality and performance of motor fuels, will be displayed by the University of Houston, at the International Industrial Exposition, March 11-17, 1951, at the Houston Coliseum. Each engineering department of the University will have its individual exhibit.

# SOUTHERNERS AT WORK

## Electric Energy, Inc. Names Executive Officers

Electric Energy, Inc., the company formed to build a 500,000 kilowatt electric plant to serve the Atomic Energy Plant at Paducah, Kentucky, has been organized by the five participating power companies . . . Union Electric Co., Middle South Utilities, Inc., Central Illinois Public Service Co., Illinois Power Co., and Kentucky Utilities Co.

Officers of the company are as follows: J. W. McAfee, who is president of Union Electric Company, was named president of Electric Energy, Inc.; Turner White, Jr., who has been superintendent of construction for Union Electric, was named



**J. W. McAfee,**  
President  
Electric Energy, Inc.

vice president; Edgar H. Dixon, president of Middle South Utilities, Inc., was elected secretary-treasurer; and E. J. Shapiro, Union Electric secretary, was named assistant secretary of the new company.

The board of directors includes Mr. McAfee and Mr. Dixon, R. E. Moody, executive vice president, Union Electric Company; Marshall S. Luthringer, president, Central Illinois Public Service Company; Allen Van Wyck, president, Illinois Power Company; Robert M. Watt, president, Kentucky Utilities Company; and Dan James, attorney, of New York.

An operating committee, with Mr. Moody as chairman, Mr. Van Wyck and Mr. Luthringer as members, will confer frequently with Mr. White who will be the operating head of the new company with his duties presently concerned with construction of the huge plant.

## L.&N. Announces Election of N. F. McGowin As Director

Louisville and Nashville Railroad, Louisville, Ky., recently elected N. Floyd McGowin director of the railroad.

Mr. McGowin is president of the W. T. Smith Lumber Company, Chapman, Alabama. He was graduated from the University of Alabama in 1920 and later attended Columbia University and Oxford University. He first entered the employ of the W. T. Smith Lumber Company in 1924, serving in various capacities until elected secretary in 1931. He was named president in 1934, upon the death of his father, J. G. McGowin.

Mr. McGowin is also a director of the Waterman Steamship Corporation, Mobile, Ala.; the National Lumber Manufacturers' Association, Washington; the Merchants National Bank, Mobile; the Southern Hardwood Producers, Memphis, Tenn.; and the National Hardwood Lumber Association, Chicago. He is president of the American Forest Products Industries, Inc., Washington, and a member of the advisory committee, Lumbermen's Underwriting Alliance.

## South Carolina National Bank Names J. A. Campbell, Jr., Pres.

The South Carolina National Bank, Columbia, recently elected John A. Campbell, Jr., as president, succeeding B. M. Edwards, who continues as chairman of the board. Mr. Campbell is a native of Asheville, N. C. He was associated with the Merchants & Farmers Bank of Marion, N. C., as cashier for some time, and later with the North Carolina Banking Department. He later joined the American Trust Company of Charlotte, leaving in the early '30's to take charge of the Charlotte office of the Reconstruction Finance Corporation. He became associated with the South Carolina National Bank about four years ago, and is very active in the Bankers Association of that state.

Mr. Edwards, who has been associated with the bank for the past 26 years, served in several positions prior to being elected president in 1941. He became chairman of the board in 1949. He is well known in the financial field and is a director of several large corporations, including the Seaboard Air Line Railroad, the South Carolina Electric & Gas Company, and Marlboro Cotton Mills. He is also a former president of the South Carolina Bankers Association.

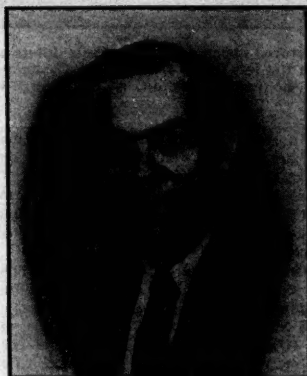
## Southern Airways Elects Three Directors At Birmingham

Southern Airways recently elected new directors at the company's annual stockholder's meeting in Birmingham, Alabama, Hugh A. Deadwyler, public relations director of the company, announced February 9.

The directors elected were J. Murray Atkins of Charlotte, Herbert P. Smith, well-known businessman of Clover, S. C.,

and Edward H. Beneke of Columbus, Mississippi. Mr. Atkins was elected to serve for one year on the airlines' Board. Other directors elected were Cecil A. Beasley, Jr., Washington, D. C., Robert Z. Cates, Spartanburg, S. C., Frank W. Hulse, Birmingham, Ala., Henry P. Johnston, Birmingham, Ala., Ike F. Jones, Augusta, Georgia; Arthur M. Spies, Jr., Birmingham, Ala.; Elton B. Stephens, Birmingham, Ala.; Ernest H. Woods, Birmingham, Ala.

Mr. Frank W. Hulse, president stated to stockholders that the company had made a great deal of progress in 1950; had increased its route mileage from 1-



**J. M. Atkins,**  
Director  
Southern Airways

350 miles to some 2,100 miles, and that it has increased its fleet of DC-3 21-passenger airplanes from five to ten during the year. He also stated that the company had flown a total of two million miles and had carried between 40 and 50 thousand passengers without accident since the company started its operations in June 1949.

## C. N. Plowden Named Director S. C. Planning Board

Charles Nelson Plowden, of Summerton, S. C., has been appointed director of the South Carolina Research, Planning and Development Board, it was recently announced by A. Stanley Llewellyn, of Camden, board chairman.

Mr. Plowden succeeds Louis W. Bishop, who resigned to accept a position as President of the Hunt Machine Works, Incorporated, Greenville, S. C.

A native of Summerton, Mr. Plowden is a banker, lawyer and legislator who served for four years as Chairman of the Ways and Means Committee of the South Carolina State House of Representatives. In this capacity, he became familiar with the activities of the board, having made several out-of-state trips with its executives.

He is the son of Alfred Judson and Nora Nelson Plowden, of Summerton.

and is married to the former Norvelle Brailsford of that city.

Mr. Plowden attended Presbyterian College and the University of South Carolina. He has served as president and cashier of the Bank of Summerton; manager of the Summerton Insurance Agency; member, South Carolina Democratic Executive Committee; Mayor of Summerton, 1938-40; Board of Trustees, Presbyterian College; and as a member of the State Budget Commission, Sinking Fund Commission, Retirement Board and Reorganization Commission. He served in the State House of Representatives from 1941 to 1942 and from 1945 to 1950.

## Frisco Railway Appoints Two Vice Presidents

Clark Hungerford, president of the St. Louis-San Francisco Railway Company, St. Louis, Mo., recently announced the appointment of two new vice presidents of the company.

The new officers are A. N. Laret, promoted to vice-president in charge of purchases and stores from general purchasing agent; and C. P. King, from director of personnel to vice-president in charge of personnel.

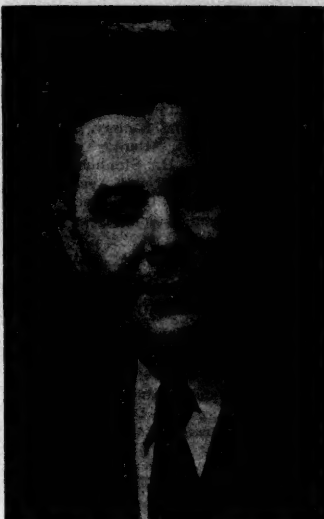
Mr. King went to work with the Frisco at Springfield, Mo., as a stenographer in the mechanical department and held various secretarial and clerical posts until 1929, when he was named assistant to the general manager. In 1939, he became assistant to the chief operating officer in St. Louis and in 1947 was named director of personnel, the post he held until his promotion to the vice presidency.

Mr. Laret began work with the Frisco in 1906 as a stenographer in the local freight office at Pittsburg, Kansas, and in 1913 became secretary to the chief purchasing officer in St. Louis. In 1920, he became chief clerk to the vice president and chief purchasing officer and in 1922 was named assistant to the vice-president. In 1942, Laret was named assistant chief purchasing officer and in 1946 chief purchasing officer. A year later he was named general purchasing agent, a post he held until his elevation to the vice presidency.

## Piedmont & Northern RR Names Lynch to Executive Post

Thomas G. Lynch, director of public relations of the Charlotte Chamber of Commerce, joined the Piedmont & Northern and Durham & Southern Railway Companies effective February 1, it was announced recently by W. I. Rankin, president of the two railroads.

Mr. Lynch will have the title of assistant to president. In this capacity he will be administrative assistant to Mr. Rankin, will supervise public relations activities, and will be editor of the monthly magazine published jointly by the two lines.



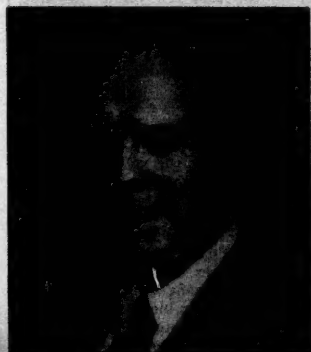
**Thomas G. Lynch**  
Assistant to President  
P. & N. and D. & S. Railway

He will be situated in the general offices of the company at Charlotte.

Mr. Lynch is a graduate of the University of North Carolina and received his degree in Journalism. He was formerly a staff writer for the Charlotte News, but has been connected with the Charlotte Chamber of Commerce for the past three years. He served in the Naval Reserve during World War II and now holds the rank of Lt. Commander, USNR. He is a native of Wilmington, N. C.

## Mathieson Chem. Corp. Names Two to Executive Posts

Thomas S. Nichols, president of Mathieson Chemical Corporation, recently announced a realignment of organization



**Willard G. Rouse**  
Treasurer  
Mathieson Chemical Corp.

brought about by the recent expansion program of the company.

Stanley de J. Osborne, vice president and treasurer, has been appointed financial vice president to supervise the treasury and administrative departments of the company. Willard G. Rouse has been named treasurer.

Mr. Rouse, a native of Maryland, attended Johns Hopkins University. He has been agency manager for the Equitable Life Assurance Society in Baltimore.

## Hennessey Named Officer By Republic National Bank

Gerald J. Hennessey, formerly of New York, has joined the staff of the Republic National Bank of Dallas as an assistant trust officer, Fred F. Florence, president, announced recently.

Formerly with the Bank of New York and Fifth Avenue Bank, New York, Mr. Hennessey is a graduate of the New York University School of Commerce. He received his Bachelor of Legal Letters degree from Fordham Law School. He is a member of the New York Bar, and has taken postgraduate courses at New York University Practical Law Institute and the American Institute of Banking in personal trust administration, wills, estate planning and gift taxes.

He joined the Bank of New York before the consolidation with the Fifth Avenue Bank. From 1929 to 1935 he was in the Commercial Banking Department, and from 1935 to present, with the Trust Department. He has been a legal analyst, estate planner and estate and gift tax consultant since 1946.

## Richmond Export-Import Club Elects New Officers

The following new officers were recently elected at the meeting of the Richmond Export-Import Club, Richmond, Virginia. Mr. W. L. Pierce, traffic manager of Export Leaf Tobacco Company was elected President. Mr. J. M. Merritt, sales manager of Tobacco By-Products and Chemical Corp., was elected vice president. Mrs. Mildred L. Savory, commercial agent, Foreign Trade, of U. S. Department of Commerce was elected secretary and Mr. C. M. Beasley, Asst. Cashier of State Planters Bank and Trust Company was elected treasurer.

Mr. W. O. Eubank of Virginia-Carolina Chemical Corporation served as President of the club during 1950.

## H. B. Nechemias Advanced By Wagner Electric Corp.

Mr. Herbert B. Nechemias was recently appointed manager of the industrial sales department at Wagner Electric Corporation, St. Louis, Mo., succeeding Mr. J. S. Smith, who was appointed director of purchasing.

(Continued on page 44)



## Southerners

(Continued from page 43)

Mr. Nechemias is a graduate of the Georgia School of Technology where he obtained a bachelor of science degree in electrical engineering. He joined the Wagner Company in 1938 as a student engineer and spent twelve years in the sales department prior to his promotion.

### Atlantic Steel Names Duke Product Engineer

Paul A. Duke was recently named Product Engineer for Atlantic Steel Company, Atlanta, Ga., according to R. S. Lynch, company president. Duke, a native of Atlanta, has been connected with Atlantic since 1948, as Atlanta representative for their Warehouse Division.

A graduate of Georgia Institute of Technology, he obtained a M.E. degree in 1945, and a degree in Industrial Engineering in 1946. He was an outstanding athlete and student leader.

Duke is an active member of the Georgia Engineering Society, American Society for Metals, Atlanta Touchdown Club, Alexander H. Stephens Toastmaster Club and the North Avenue Presbyterian Church. He is also secretary of his Georgia Tech Alumni Class.

### Temco Names McHaney Contract Administrator

L. E. McHaney, formerly Contract Administrator for the Bureau of Aeronautics Representative, Dallas, Texas, has joined Texas Engineering & Manufacturing Co., Inc., Dallas, as Contract Administrator, Robert McCulloch,

TEMCO president, announced February 18th. He added that in his new capacity McHaney will have supervision over all TEMCO contracts, both with the Government and with other manufacturers.

A native of Paragould, Ark., McHaney joined the U. S. Marine Corps in 1928 "to learn aviation" and remained in the Marines 11½ years before leaving to accept an appointment with the Bureau of Aeronautics Inspection Service.

He was named a Chief Inspector in 1943, and a year later was promoted to Executive Assistant to the Bureau of Aeronautics Representative, with direct responsibility for all day to day operations of the activities at which he was stationed.

In 1945 he was assigned to BAR, Stratford, Conn., as Contract Termination Officer, and a short time later organized and headed a Contract Administration Division which included not only contract administration, but additionally termination, quality control coordination and industrial mobilization planning. This organizational plan subsequently was adopted by all BAR offices in the country.

## NEWS BRIEFS

### COPPER BAN RELAXED

The ban on the use of copper in water systems for new houses was removed by the Government. The National Production Authority bowed to builders' complaints that an order issued last December preventing the use of copper for water systems after March 1 would curtail home construction. The earlier order banned the use of copper in some 300 items after March 1.

To this list, the N.P.A. February 19 added over 50 items for which manufacturers cannot receive copper after April 1. Home freezers, waffle irons and dog tags are among the newly banned items.

### METAL USE RESTRICTIONS

Manufacturers of automobiles, refrigerators and other consumer-durable goods were informed late in February that their use of steel, as of April 1, will be reduced by twenty percent from their average quarterly use in the first half of 1950. In the third quarter of this year an additional ten percent will be lopped off of this same base. N.P.A. orders to this effect were to follow the announcement. At the same time additional restrictions as to the use of copper and aluminum will be made.

### MINERAL SEARCH

The Department of the Interior will soon have available \$10 million with which to encourage prospectors to determine the location and approximate supply of certain criti-

cal minerals in the U. S. The Defense Production Authority has provided the funds. The program will apply to copper, zinc, sulphur, antimony, mercury, molybdenum and manganese.

### DEMANDS ON PULPWOOD INDUSTRY

It is quite possible that the American Pulpwood Industry will be called upon to expand by thirty or forty percent in order to meet the demands for mobilization.

This country's consumption of paper and paperboard products has increased from less than 20 million tons per year to approximately more than 29 million tons in the past seven years. In spite of the fact that the industry has almost doubled its size in the past ten years, the increase in population plus tremendous development in new uses has not allowed productive capacity to keep pace with demand.

### RETAIL SALES UP IN JANUARY

Retail sales for the month of January showed an increase of 25 percent over the same month a year ago. Leading the parade were hardware stores, lumber yards and building materials dealers who reported increases of around 50 percent. Department and apparel stores indicated an increase of 33-1/3 percent; while motor vehicle dealers reported a 24 percent increase. Independent food stores reported sales up 17 percent.

### Trailmobile Opens Houston Branch, Names Branch Mgrs.

Establishment of a new factory branch in Houston, Texas, and the appointments of three new branch managers, is announced by William A. Burns, Jr., vice-president of the Trailmobile Company, manufacturer of commercial truck-trailers, with plants in Cincinnati, Springfield, Missouri, Berkeley, Calif.; and Winsor, Canada.

John D. Parobek, formerly in the company's sales management department in Cincinnati, is the new Trailmobile branch manager in Houston. Thomas Peacock, formerly manager of the company's sub-branch in Greensboro, North Carolina, has been appointed branch manager in Charlotte, North Carolina. Robert S. Sawyer, formerly resident salesman for the company in Amarillo, Texas, has been appointed branch manager in Oklahoma City, Oklahoma.

Mr. Parobek joined the Trailmobile Company in 1945 as a salesman in the Cleveland territory after three years' service in the U. S. Army in personnel work. He had previously been associated with the CCC Highway, Inc., in Cleveland.

Mr. Peacock has been with Trailmobile since 1948, first as a salesman in the Charlotte branch and later as manager of the sub-branch in Greensboro. He attended the University of Florida and served three years as a pilot in the U. S. Army Air Force.

Mr. Sawyer has been with the Trailmobile Company for four years as a salesman at Amarillo, Texas. Previously, he had been with the Southwest Wheel Company as a salesman in Oklahoma and Texas. For five years he had held managerial positions with several automotive supply houses.



# Power Companies Announce Construction, Expansion Plans

## Electric Energy Inc.

Five utility companies—Union Electric, Middle South Utilities, Inc., Central Illinois Public Service Co., Illinois Power Co., and Kentucky Utilities Co.—have formed Electric Energy, Inc., to build a 500,000 kilowatt steam power plant to provide one-half the power supply for the new Atomic Energy Commission project at Paducah, Ky. The Tennessee Valley Authority will supply the other half of the requirements from a steam plant of similar size that they will build. The anticipated total demand is 855,000 kilowatts, the largest power load in the world for any single customer.

Construction of the new plant got underway in February, and the first generating unit is expected to be producing power by September 1952.

Contracts have been made with manufacturers of generating equipment; and the firm of Ebasco Services, Inc., New York, has been employed to direct the design and construction of the required facilities at the power plant.

Electric Energy's plant will be designed as a coal and gas-fired steam electric generating station consisting of four nominally-rated 125,000 kilowatt turbo-generators. They will be 3,600 r.p.m. machines with 1,450 pounds of steam per square inch at 1,000 degree temperature and with 1,000 degree re-heat. The plant's peak capacity will be in excess of nominal rating, however, so that it will be capable of delivering a total of 560,000 kilowatts.

To finance the new company, each of the participating utilities has agreed to purchase a portion of the capital stock of Electric Energy, Inc., at \$100 a share, for a total equity investment of \$3,500,000. Union Electric will purchase 14,000 shares, Illinois Power and Central Illinois Public Service, 7,000 shares each, and Kentucky Utilities and Middle South Utilities, 3,500 shares each.

Electric Energy, Inc., is negotiating with two insurance companies to supply the remainder of the capital to build the plant, which will be located one mile west of Joppa, Illinois, on the Ohio River. A detailed report on the election of officers of Electric Energy may be found on page 42 of this issue.

## Alabama Power Co.

Alabama Power Co. announced plans early last month that will make 1951 the biggest construction year in the history of the company.

The firm's Board of Directors has approved a \$27,885,000 construction budget for the year. Half of this amount will be spent on new generating plants.

Included in the project is the completion of the 100,000 kilowatt addition to the No. 2 steam plant at Gorgas, Ala., and the beginning of another addition of the same size there which is scheduled for completion in 1952.

Also, the power company will complete a 40,000 kilowatt addition to its Chickasaw steam plant near Mobile, and will progress toward the finish next year of a generating unit of 55,000 kilowatts at Martin Dam on the Tallapoosa River.

\$2,500,000 will be spent on more transmission lines and substations and improvements to existing facilities of this type. A figure in excess of \$11,000,000 is earmarked for increasing supply facilities and extensions to new customers.

According to Mr. J. M. Barry, president of the power company, "Our proposed 1951 construction program is further evidence of development which has taken place in Alabama and which we expect to continue. With the completion of the generating projects authorized, a total of 435,000 kilowatts of generating capacity will have been added since the end of World War II.

The company sold more than 4,500,000 kilowatt hours of service in 1950. This represented a new record for one year.

## VEPCO

The Virginia Electric & Power Co. made an announcement on February 5 to the effect that its new \$17,000,000 steam electric generating station is to be built at Gilmerton, near Portsmouth.

The new plant which is scheduled for completion by December of next year will have an initial capacity of 105,000 kilowatts. It is being designed so that it ultimately will have a generating capacity of 400,000 kilowatts.

The company announced that the station will have transmission line connections with several of the stations in VEPCO's system, and also there will be connections with neighboring power companies.

At the same time, Jack G. Holtzclaw, VEPCO president, said that his company's board of directors had accepted the license issued by the Federal Power Commission which gives the firm the authority to proceed with the planned construction of a new \$27,000,000 hydroelectric generating station at Roanoke Rapids, N. C.

Mr. Holtzclaw further announced that the Board had also authorized the company to file an application with the FPC for authority to carry forward a similar development at Gaston, ten miles upstream from Roanoke Rapids. Both of these hydro-electric units will have capacities of 91,000 kilowatts each.

## Crossings Now Available for Industrial Plant Use



Three prefabricated, pressure-treated timber panel grade crossings, available to railroads for several years but not previously produced for industrial plant use, recently were purchased by the Mathieson Chemical Corp. in an effort to minimize crossing construction and maintenance problems. They were installed on Mathieson's property at Saltville, Va.

## S. C.'s Progress

Since 1945 the state has added more than 800 new industrial plants representing an investment of over \$385,000,000.

Industrial development in South Carolina during the year 1950 moved forward at the almost phenomenally rapid pace which has marked the State's growth in industrial capacity every year since World War II.

Announcements of new plants and expansions during the year were given tremendous impetus in November when the Atomic Energy Commission revealed its plans to construct an atomic plant near Aiken which officials later estimated would cost approximately \$600,000,000.

While the dollar volume of other new plants was somewhat overshadowed by the AEC announcement, the estimated total new industrial investment during 1950 was nevertheless impressive. A long list of new plants costing approximately \$150,000,000 will create thousands of new jobs for South Carolinians, as a result of decisions made last year.

In addition, many of the State's existing industries, large and small, announced plans for expansions totalling many millions of dollars in cost.

Since January 1, 1945, the State has secured more than 800 new plants representing a total investment of over \$385,000,000. In addition, more than 1,000 expansions have been announced or completed at a cost of \$269,000,000.

Thus the State in its first five post-war years has witnessed a growth of its industrial might which cost approximately \$654,000,000. With the cost of the promised AEC plant near Aiken, South Carolina's post-war industrial development has reached the staggering total of more than one and a quarter billion dollars.

These figures become more significant when it is realized that immediately after World War II, the State's total capital investment in industry was less than \$500,000,000.

Charles N. Plowden, director of the State Research, Planning and Developing Board, firmly believes this industrial growth will continue for years to come.

"The industrial leaders of the nation are beginning to realize the tremendous advantages offered by South Carolina and her capable people," Mr. Plowden said. "The profitable experience of hundreds of new enterprises, large and small, over the past few years, has convinced the nation's business world that our industrial potential is second to none anywhere," he added.

The new director believes the choice of South Carolina as a site for the new atomic plant is an indication of the way in which industry is now convinced of the State's advantages. The Du Pont Company, which will operate the plant, already has a vast investment in its Orton Plant at Camden, which began

production last year. The Company plans additional investment in the State, and has purchased a new industrial site at Florence. The favorable experience of this great industry in South Carolina, Mr. Plowden believes, is helping to "spread the word" about the State's industrial possibilities.

Activities of the department are under the direction of the Research, Planning and Development Board, composed of five leading citizens of the State who devote their time gratis. They are: A. Stanley Llewellyn, of Camden, chairman; Homer M. Pace, of Charleston; R. Frank Brownlee of Anderson; Roger C. Peace, of Greenville; and John P. Cooper, of Mullins.

## New Steel Plant

Application for a certificate of necessity covering a new plant to be constructed in the James River basin east of Richmond, Virginia has been made by Tidewater Industries, Inc., a new concern whose backers have not yet been revealed. Reports in Richmond were that the new plant would employ 8,000 to 10,000 workers. It is expected to use iron ore from South America and coal and limestone from southwest Virginia.

## Ship Awards

**Four firms have received orders for a total of 25 freighters. The majority of these ships will be built down South by Bethlehem, Newport News, and Ingalls.**

The Maritime Administration recently placed orders for 25 fast freighters to be built by four shipbuilding companies. This is the largest merchant shipbuilding program the U. S. has undertaken since the end of World War II. The contracts total over \$200 million.

Newport News Shipbuilding & Dry Dock Co., of Newport News, Va.; Ingalls Shipbuilding Corp. of Pascagoula, Miss.; Sun Shipbuilding & Dry Dock Co., of Chester, Pa., and Bethlehem Steel Corp., were the four companies receiving these contracts.

Except for Bethlehem, each of these companies will build five vessels each, using one of their own shipyards. Bethlehem will build 10 ships, using two of its yards.

The Maritime Administration still has some \$150 million more to spend for the new class of freighters, called Mariners, by the end of June. The agency was given \$350 million in January to start up the Government's first post-war shipbuilding program. Each of these vessels will have a speed of about 20 knots—twice as fast as World War II Liberty ships. The Mariners also will be able to carry 2½ times as much cargo as the Liberty.

## BAWI Bond Issue

**Greenville, Miss. will build multi-million dollar plant for Alexander Smith and Sons Carpet Co.**

Citizens of Greenville recently voted 2306 to 31 in favor of issuing \$4,750,000 in BAWI bonds for purchase of a site and construction of a plant building for the Alexander Smith and Sons Carpet Company of Yonkers, New York.

Under the Balance Agriculture with Industry law, it was the largest BAWI bond issue ever voted in Mississippi.

The nationally known manufacturer will employ between 600 and 900 persons and will carry a payroll of approximately \$3,000,000 per year. The plant will represent an investment of \$8,000,000. The building will provide 600,000 feet of floor space.

The city will own the building and Alexander Smith Company will pay twenty equal annual rental installments sufficient to retire the bonds and interest, thus placing no obligations or expense whatever on the City of Greenville or its taxpayers. After 20 years, when the building has been entirely paid for by the company, the city will rent the building for approximately \$1,000 annually, all costs of maintenance, upkeep, insurance or improvements to be paid by the company.

This new plant will be known as Greenville Mills, Inc., and is the seventh plant owned by the company. It is entirely possible that this new branch plant in Greenville will begin manufacturing war goods when it is completed. If material can be found, the plant is expected to be finished and in operation early in 1952.

## New GE Tube Plant Underway at Owensboro, Ky.

The General Electric Company has announced that construction has begun on a new four-story tube manufacturing building located at the rear of the present Tube Works at Owensboro, Ky. The structure, with a floor space area of 117,000 square feet, will cost approximately \$2,000,000. It is expected to be ready for occupancy by July 15.

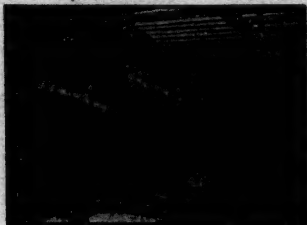
In addition, land at the northeast corner of Eleventh and Mosley Streets has been purchased and cleared as a site for gas storage facilities and parking space.

J. M. Lang, Manager of the company's Tube Divisions at Schenectady, said the new Owensboro manufacturing facilities are required because of the increased demand for electronic tubes, especially for military use.

The present Owensboro Tube Works is engaged in the manufacture of miniature, sub-miniature and metal receiving tubes for radio and TV as well as for military applications.

## Hard Lead Fan

**Southern Lead Burning Co., Atlanta, Ga.**—Solid hard lead fans from 25 inch wheel diameter to 50 inch diameter for sulphuric acid plants. The principal features of this type fan is that  $\frac{1}{2}$  inch to 1 inch thick rolled sheets of antimonial lead are used with all seams burned through, making it a solid piece of lead free from any sand holes and having a greater density than fan casings cast from hard lead. Impellers for the smaller



**Acid Plant Fan**

sizes are made from antimonial lead plates. Impellers for larger size are made from antimonial lead plates or steel plates with a 3/16 inch homogeneous lead coating. Fans can be furnished with variable speed drives.

## Lead Pipe Press

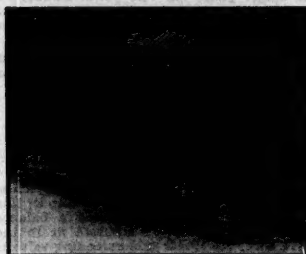
**New England Lead Burning Corp., 4975 Fyler Ave., St. Louis 9, Mo.**—Lead pipe extrusion press said to save you costly delays, as in the past, obtaining lead pipe. It is a self contained pumping unit having adjustable speed while extruding; and a shifting device for easy changing of dies.

The lead pipe was designed to make lead pipe from  $\frac{1}{4}$  inch inside to 10 inch inside inclusive all standard wall thicknesses. Full information may be obtained by writing the manufacturer listed above.

## Safety Ladder

**Baltimore Co., 139 Pennsylvania Ave., Wayne, Pa.**—Double-step safety ladder said to increase output and reduce accidents due to falling, in busy, congested areas. With steps on both ends, two or more people can use the ladder at one time on large assembly jobs and in stock room aisles.

When one is on the ladder it rolls easily on swivel casters. The weight of a



**Baltimore Ladder**

person, however, causes the spring mounted casters to deflect so that rubber-tipped legs engage the floor and the ladder will not roll.

This Model-3SA ladder is strong and durable, safe and longlasting, states the company. It is finished in aluminum paint. For full information write to the company listed above.

# NEW PRODUCTS

## Industrial Inspection System

**General Electric X-ray Corp., 4855 Electric Ave., Milwaukee 14, Wis.**—High-speed automatic X-ray inspection of thousands of industrial products will be possible due to a new development. The inspection system can also be used to improve the performance of medical diagnostic and therapeutic X-ray apparatus, state company spokesmen.

Core of inspection set-up is a tiny crystal, named a "semi-conductor," which can be grown in size from a fraction of a millimeter to several millimeters in cubic size. When excited with X-ray radiation, it acts as an amplifier tube, releasing electrons that are used to operate various types of mechanisms.

The crystals are said to amplify the energy they receive one million times. On an area-for-area basis, they are more than one million times more sensitive to X-rays than are ionization chambers which are commonly utilized to measure X-radiation, and over one thousand items more sensitive than photoelectric cells, like those used in "electric-eye" applications.

## Compact Pump

**Eco Engineering Company, 11 New York Ave., Newark, N. J.**—Pump, model to be known as the M-3, is the smallest and most compact unit the company has designed to date, with an overall length of only 39/16 inches. For its weight and size, the M-3 delivers more liquid than any other type of pumping equipment, states the company. Its compact size permits it to fit in cabinets where only limited space is available.

The M-3 is designed for flange mounting, and pumps 1.65 gpm at 1750 rpm, operating against pressures up to 150 pounds per square inch at the higher speeds. Pump is available with or without flange-mounted motor.

## Novel Screw Driver

**Rosenberg Bros., 625 W. 55th St., New York, N. Y.**—Novel screw driver designed for work in dark, hard to get at places. Called the "Rosco Flash-Driver," the item features a complete flashlight housed in an unbreakable plastic handle.

The light assembly includes a light directing tube and plastic lens. When user turns the unit's rear knob, light in a bright circle is projected around the driver point.

An additional advantage cited by the makers is the magnetized blade that insures effective screw holding. Two models of the flashlight screw driver are offered: One has a one-eighth by four-inch blade, the other a three-sixteenth by four-inch blade.

## Hydraulic System

**Harco Industries, 29 Curtice St., Rochester 5, N. Y.**—Completely packaged hydraulic system combining compactness with adaptability for use by large and small plants interested in building simple hydraulic presses, jigs, clamps, or fixtures.

Solid coupling of motor and pump eliminates drive belts, lessens repair costs or work stoppage through mechanical breakdown, the manufacturer states. New design also minimizes pressure flutter and over-heating due to maintenance of pilot pressures with large volume installations.

Complete unit, which may be used as complete hydraulic system or as pilot system on large installations, includes motor, solid coupling, vane-type pump, reservoir, oil

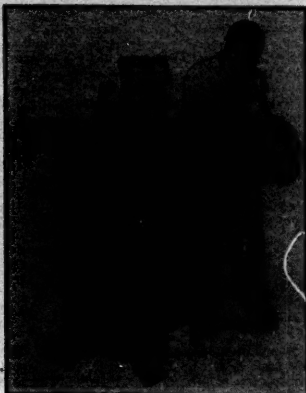
cooler, air filter, overload valve, pressure regulating valve and 3 or 4-way valve or combination or both.

## Variable Speed Transmissions

**Graham Transmission, Inc., 5764 N. Helton St., Milwaukee 13, Wis.**—Line of variable speed transmissions. Sizes range from one-half to one and one-half horsepower. Four models make up the new line. Over all dimensions for the four drives, except for the length, are the same.

## Multi-Drive Power Table

**Niagara Machine & Tool Works, Buffalo, N. Y.**—Multi-drive power table for bending, crimping, burring, turning, wiring, flanging, elbow edging, furnace collar edging and a multitude of other sheet metal operations. Low cost, hand operated bench machines are



**Niagara Power Table**

quickly converted to power operation, substantially increasing production, according to the manufacturer.

Two electric foot buttons on the end of flexible cable and located on opposite sides of the table provide convenient means to control the driving motor. Thus the operator's cranking arm is freed and both hands can be used to accurately guide the work in the rolls. The table comes complete with eight steel universal joints, four coupling shafts and all electrical equipment.

## Two-point Presses

**E. W. Bliss Co., Dayton, Ohio**—Two-point eccentric presses for general-purpose blanking, forming and drawing. The company states that in order to withstand severe operating conditions, the two main gear eccentric units are made with unusually heavy sections.

Lubrication is automatic. Drive is double-gear, with two separate intermediate shafts running in oil bath. The company's single-disc pneumatic friction clutch is furnished as standard equipment.

(Continued on page 48)



# NEW PRODUCTS

(Continued from page 47)

## Weight Calculator

Precision Steel Warehouse, Inc., 4409-4455 W. Kinzie St., Chicago 34, Ill.—Calculator, designed to compute at a glance, the weight and length of strip metals in coils or straight lengths. Although designed so that basic calculations are for Cold Rolled Strip Steel, a factor table is included which enables the user to find his answer for aluminum, brass, copper, magnesium, monel, zinc, and many other metals.

Believed to be the most complete calculator of its kind, it can save time and money by actually logging hours from jobs where conventional computing methods are used, according to the manufacturer. It can be used by engineers, estimators, purchasing agents, press room foremen, slitter operators, etc. Free upon request by writing the manufacturer listed above.

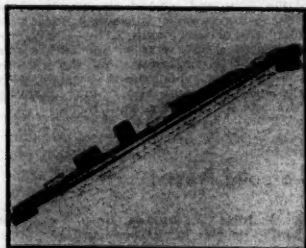
## Power-Grip Wrench

Colman Tool & Machine Co., P. O. Box 364, Amarillo, Texas—Tool known as the "Power-Grip" wrench incorporating a rack-and-pinion action with an angle head. The wrench affords extreme pressure application in ordinarily inaccessible spots.

Head thickness is only 1/4 inch while overall length is 5 1/2 inches. Jaw opening gives an infinite number of sizes from 0 to slightly over 1/2 inch. A handy tool for applying a strong grip on small parts in close quarters, the wrench is useful for machinists and mechanics, tool and die makers, radio and ignition repairmen and assemblers, instrument makers, appliance repairmen, and home hobby workers. Made of fine alloy steel, it is guaranteed unbreakable.

## Portable Conveyor

Mar-Rail Conveyor Co., 560 York Ave., Pawtucket, R. I.—Brik-Toter, the portable conveyor said to take the "Hod" work out of building, can be purchased now with a gasoline engine drive for use where electricity is not available. The outstanding features of the conveyor, including low first cost, portability, and labor savings are unchanged. Savings of between 40 per cent and 70 per cent, depending on application, are reported by users.



Mar-Rail Conveyor

The total weight of Brik-Toter with gas engine drive is only 384 pounds. It can easily be moved from place to place and has no wheels or tripods to hamper operation in congested staging areas. Ideal for raising bricks, mortar, nails, roofing, etc. from one level to another.

## Textile Specialties Line

U. S. Rubber Co., Mechanical Goods Division, Rockefeller Center, N. Y. 20, N. Y.—Line of specialties made of both plastics and rubber for the textile mill supply market. More than 30 items of yarn carrying operations and textile machinery make up the new line.

Included are quills, spindle bumper tubing, lab winder rolls, sand roll covering, warp compressor roll covering, spinner belts, cop butts, spinning and card room coats, tapered warp spinning tubes, spooler sleeves, and other molded and extruded specialties.

Company spokesmen claim that in developing these products emphasis has been on the application of a new plastic called "Ucolite." This is especially suited for the textile specialty field and is said to combine the hardness of plastics plus the toughness of rubber.

## Flexible Tubing

Hedeman Products, Inc., Great Neck, N. Y.—Tubing, offered to manufacturers as a replacement for solid wall tubes made of copper, tin, stainless steel and nickel, and made of B. F. Goodrich's flexible Koroseal tubing armored with stainless steel braiding.

## Electric Furnace

Perey Equipment Co., 833 Chambers Rd., Columbus 12, Ohio—Pereco "FG" series electric furnaces in various load capacities, to match the need for single units that do the work of multiple equipment over the full range of heat treating temperatures.

These general purpose units, equipped with Globar heating elements, are designed for heavy and continuous duty at all heat levels up to 2,500 degrees F., with higher temperatures available for short or intermittent runs.

Each of the furnaces has a separate, matching control panel unit, complete with indicating controller, transformer, current input meter with pushbutton reading, and magnetic contactor.

## Waterproofing Sealant

Progressive Enterprises, 1901 N. Vermont Ave., Los Angeles 37, Calif., Merchandising Division for Leo Lipton Enterprises—Lipton all-seal waterproofing, a penetrating, integral, clear liquid compound, said to solve the problem of waterproofing concrete, brick, plaster, stucco, stone, cement, tile, ceramic and other masonry construction and surfaces. A natural waterproofing sealant for shingle roofs, all natural woods and many other materials.

Economical, it will cover from 200 to 350 square feet per gallon, and may be applied by brush or low-pressure garden type spray, the manufacturer states. Used to waterproof canvas, sailcloth, etc., it will not stiffen the material.

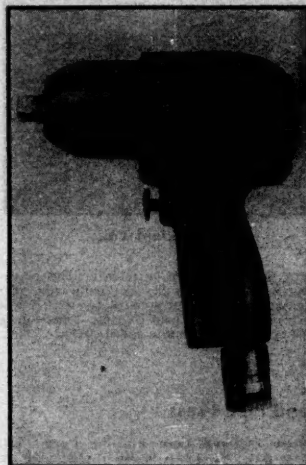
## Rotary File

Ferris Business Equipment, Inc., 244 Great Meadows Rd., Stratford, Conn.—Ferris rotary file, said to retain all the advantages of previous Ferris models, plus new features that save, simplify and speed filing operations. Removable buckets in balanced trays rotate either way by fingertip control. Freedom from belts, punch cards, slots, rods or any fastening device insures complete accessibility to one or a dozen cards instantly, and allows cross-filing. Present cards can be used and transferred quickly and easily, the maker claims.

Constructed of heavy steel, the cabinet is mounted on casters for easy portability. The locking slide cover protects records when not in use.

## Impact Wrench

Master Pneumatic Tool Co., Orwell, Ohio—Pneumatic type impact wrench, incorporating a completely different and simplified impact mechanism. Used for both driving and removing nuts, studs, screws, etc., in all types of assembly and sub-assembly, the Master Power Model M960 impact wrench is rated for 3/8 inch bolt size capacity on most work.



Master Wrench

There are only two impacting parts, and the unit does not contain any springs or gears. Impacting takes place only when the nut begins to tighten. The reverse valve is readily accessible to the operator's thumb.

## Portable Radial Saw

Consolidated Machinery & Supply Co., 2831 Santa Fe Ave., Los Angeles 31, Calif.—Highly portable, trailer mounted radial power saw generator combination, a 3 h.p., 3 phase, 240 volt Comet Clipper that cuts stock 16 inches wide up to 4 1/2 inches thick. A four cylinder gasoline engine drives the generator which delivers 5 kilowatts of power. This provides ample power for the saw and for six single phase 120 volt power outlets for portable electric tools. Saw, generator and motor are all mounted on an all steel, two wheel trailer.

Further information and detailed specifications can be obtained by writing the company listed above.

## Unloading Valve

Rivett Lathe & Grinder, Inc., Boston, Mass.—Hydraulic unloading valve added to its line of hydraulic devices. Featuring a balance piston design for close accurate fit in the valve bore, the Model 8526 unloading valve is used in oil hydraulic circuits to unload one part of the circuit at no back pressure to the tank. The valve is operated by pilot pressure from some other part of the circuit. Free flow to tank continues as long as the pilot pressure is higher than the setting of the valve.

For complete information on the Model 8526 unloading valve send for Rivett Catalog Section 202. Address Rivett Lathe & Grinder, Inc., Brighton 35, Boston, Mass., mentioning this magazine.





## *At the Nation's Call*

---

This country's telephone service is one of its greatest assets in time of emergency.

We have more telephones than all the rest of the world put together. They are connected with one another by a nationwide network, reaching into every corner of the land and speaking in unmistakable tones of the unity and purpose of the American people.

Every telephone is a weapon for our defense. These are not weapons yet to be built. They are here, forty-two million strong. Behind them

is a force of telephone men and women equal in size to forty divisions — thoroughly trained, well equipped and eager to be of service.

America's telephones are busier than ever with the urgent, vital calls of production and defense. The products of America's might are rolling off the assembly lines and the telephone is helping to get the job done.

In everything that concerns the defense of our country, the Bell System can be counted on to do its full part . . . always.

**BELL TELEPHONE SYSTEM**

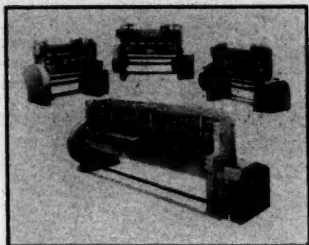


# NEW PRODUCTS

(Continued from page 48)

## Power Squaring Shear

Wysong & Miles Co., Greensboro, N. C.—12 gauge shears in 52 inch, 6 feet, 8 feet, and 10 feet cutting lengths, to offer the sheet metal fabricator a better size range in squar-



Wysong Shears

ing shears rated at 12 gauge mild steel, and 16 gauge stainless steel.

Standard equipment includes motor with controls and electrical equipment; ball-bearing, precision back-gauge adjustable to 1/128th of an inch; 2 front gauge brackets and front gauges; side and bevel gauges; stainless steel scale embedded in table to aid in positioning sheets; slatted metal finger guard; non-repeat unit; and 4-edge blades.

## Plating Brighteners

Allied Research Products, Inc., 4004-66 E. Monument St., Baltimore, Md.—Line of ARP Brighteners expanded for use in zinc or cadmium plating. The series now includes three specially developed materials, all of which are adaptable to any type of electroplating equipment, according to the manufacturer.

Among the advantages offered by these brighteners are: better throwing power, increased solution efficiency, uniform coverage and higher quality work, reports the makers. Full information may be obtained by writing the manufacturer listed above.

## Rotary Kore Drill

Tilden Tool Co., 1995 N. Fair Oaks, Pasadena, Calif.—Kit of Rotary Konkrete Kore Drills, consisting of six individual drill bits; three in the exclusive centerless type are sized: 3/16 inch by 1/4 inch and 5/8 inch; and three in the patented Kore type show the following size increments: 1/2 inch, 3/4 inch and 1 inch.

The drills are packaged in a handy, roll-around plastic case with protective end flap and with fabric ties to secure the kit when not in use. The plastic carrying wrapper not only protects drills from possible damage but widens the application and use value of the tested, proven and widely specified Kore type concrete drill bits.

## Twin-Fan Ventilator

General Electric, 1285 Boston Ave., Bridgeport, Conn.—Twin-fan ventilator that can be set in a window to suck cool air in or force

hot air out, or can even be carried around the house to cool off special places. Featured is an automatic control. The user places fan in window and sets control dial. The double fans circulate the air until the temperature drops to selected degree, then turns off automatically. If the room temperature rises during the night, however, the fans automatically turn on again.

The company points out that each fan can be swung around, independent of the other. The complete unit can be used as a circulator or exhaust fan.

## Circular Saw Grinder

A. D. McBurney, 317 E. 4th St., Los Angeles 13, Calif.—"Tru-Circle" saw sharpener, a low-cost fixture for grinding circular saw blades to perfection. Designed to fit all known saw tables, the simple jig will gum, joint and sharpen combination, cross-cut, rip or novelty blades from 6 inches to 10 inches in diameter, the maker states.

In basic form, the "Tru-Circle" is a simple metal frame upon which is secured an upright carrier jig. Fixed with adjustable outriggers and grippers the entire unit is movable forward or backward in the mire slots of the saw table. The carrier jig is designed to hold all diameters of blades within its 6-inch to 10-inch range, and is itself mounted at an angle to the grinding stone fixed on the saw's arbor.

## Link Chain

Yale & Towne Mfg. Co., Phila. Division, 41000 Roosevelt Boulevard, Phila., Pa.—Link chain model Pul-Lift, a portable device for hoisting or pulling. With the use of link chain, the applications of the Pul-Lift are now multiplied to include thousands of new maintenance and production jobs in small plants, large plants, garages, construction projects, utilities, refineries, quarries, and machine shops. Work positioning, hoisting, stretching trolleys, telephone wire and even cables are just a few of the suggested uses. The Pul-Lift is as simple to operate as a wrench and its lightweight construction makes it almost as easy to carry to the job, states the company. At any point of the lifting action, the load is safely supported by a positive, self-actuating load brake.

## Pipe Coupling

Gustin-Bacon Mfg. Co., Kansas City, Mo.—Rolagrip couplings for plain end pipe, listed by Underwriters' Laboratories, Inc. for use on water, fire and sprinkler lines. Wherever a pipe coupling is made, Rolagrip save time and labor, because Rolagrips re-



Rolagrip Coupling

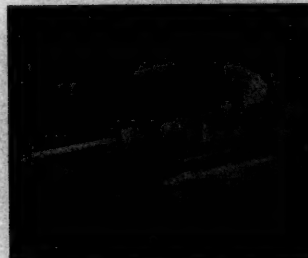
quire no threading, grooving, flanging or any other special preparation of the pipe ends, the company states.

To inspect, repair or clean out a Rolagrip union, it is a simple matter to loosen the

two bolts of the Rolagrip coupling; no special tools or skills are necessary, reports the maker. Then you can reapply the same Rolagrip, because they can be used over and over again.

## Toggle Clamp

Detroit Stamping Co., 381 Midland Ave., Detroit 1, Mich.—Powerful heavy duty plunger type toggle clamp added to the "De-Sta-Co" line of production work-holding tools. Known as "De-Sta-Co" No. 650, the



"De-Sta-Co" Clamp

clamp positions and holds work firmly in place with a toggle locking action said to deliver holding pressures up to 4,000 pounds. Base and plunger housing is a one-piece high-alloy heat treated steel casting, as is the handle; both castings are black crackle finished for rust resistance and non-slip grip.

Plunger travels 3 inches, with end tapped for 1/2 inch diameter adjustment bolt. Self-feeding lubricator pad on top of plunger housing assures proper lubrication of plunger.

## Liter-Flow Adaptor

Linde Air Products Co., Unit of Union Carbide & Carbon Corp., 29 E. 42nd St., New York 17, N. Y.—L-26 Oxygen Therapy Liter-Flow Adaptor said to make it possible to administer oxygen from an industrial type oxygen regulator and a cylinder of oxygen. The adaptor converts pounds per square inch pressure to "liters-per-minute" flow.

In emergencies, the L-26 adaptor can be especially useful to disaster and rescue crews in industrial plants, and to civilian defense organizations in augmenting available hospital-type therapy regulators. It is approximately 4 inches long and is finished in brushed chrome.

## Barrel Pump

General Scientific Equipment Co., 2700 W. Huntingdon St., Phila. 32, Pa.—Bung bushing barrel pump for all-round can-filling use for light liquids. Extremely low in price yet one that will give lots of service, states the company.

Tighten thumb screw and lock both bung and pump with one operation, according to the manufacturer. It fits 1 1/2-inch and 2-inch openings on 15 to 55-gallon drums. For complete information or trial order write to the company listed above.

## Traction Motor

General Electric Co., Car Equipment Division, Schenectady 5, N. Y.—55 horsepower, 300-volt direct current traction motor, plus a new all-cam control system made up of two motor-operated controllers, designed for use on modern street cars on high-speed suburban and rapid transit service.

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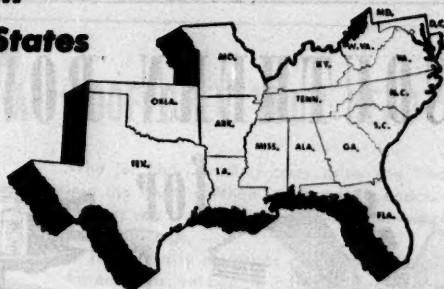
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### Baltimore 3, Md.

## Record Industrial Expansion In St. Louis in January

The month of January set an all-time new high in industrial development for Metropolitan St. Louis according to an announcement made recently by George C. Smith, president of the St. Louis Chamber of Commerce, St. Louis, Mo. Three new industries and the expansion of eighteen local companies call for an added investment of more than one hundred million dollars.

This vast sum is over six million dollars more than the total new industrial investment of the entire year of 1950,

which covered 39 new industries and 126 expansions.

The January figures of St. Louis growth not only exceeded our entire 1950 growth, but, Mr. Smith pointed out, it is three million dollars more than the industrial development of Los Angeles County and fourteen million dollars more than Baltimore for the entire year 1950.

About one third of the new investment is represented by new plants for Dow Chemical and Lever Brothers Companies acquired during the month. On these, Smith said, the Chamber of Commerce had worked for several years. The Dow

plant, when in operation, will make St. Louis the world's largest producer of magnesium metal products.

The new Lever Bros. plant, the first unit of which will be used for the manufacture of detergents and no-rinse Surf will later be greatly expanded to provide for the manufacture of shortening, margarine, soaps and other products.

## C & O Railway Orders 2,500 Hopper Cars from A.C.F.

The American Car and Foundry Company has received an order for 2,500 hopper cars from the Chesapeake and Ohio Railway. The cars, which will have a capacity of 70 tons each, will be built at ACF's Huntington, W. Va., plant.

These cars are in addition to 3,000 other hopper cars for the Chesapeake and Ohio, construction of which already has been started. Contingent upon the continued receipt of materials this should keep the Huntington plant operating at capacity through the summer of 1952.

## NPA Field Offices In Southern States

The following is a listing of the U. S. Department of Commerce Field Offices in the South where National Production Authority information can be obtained.

418 Atlanta National Bldg., 50 Whitehall St., S. W., Atlanta 3, Ga.

314 U. S. Appraiser's Stores Bldg., 103 S. Gay St., Baltimore 2, Md.

319 Frank Nelson Bldg., Second Ave., & 20th St., Birmingham, Ala.

310 Peoples Bldg., 18 Broad St., Charleston 3, S. C.

Area 2-H Cornell Arms Bldg., Sumter & Pendleton Sts., Columbia, S. C.

Room 1114, 1114 Commerce St., Dallas 2, Tex.

Chamber of Commerce Bldg., 310 San Francisco St., El Paso, Tex.

602 Federal Office Bldg., Houston 14, Tex.

Room 203, 301 N. President St., Jackson, Miss.

425 Federal Bldg., 311 W. Monroe St., Jacksonville 1, Fla.

2400 Fidelity Bldg., 911 Walnut St., Kansas City 6, Mo.

631 Federal Bldg., Louisville 2, Ky.

229 Federal Bldg., Memphis 3, Tenn.

947 Seybold Bldg., 36 N. E. First St., Miami 32, Fla.

308 Federal Bldg., 109-13 St. Joseph St., Mobile 10, Ala.

1508 Masonic Temple Bldg., 333 St. Charles Ave., New Orleans 12, La.

311 Council Bldg., 102 N. W. Third St., Oklahoma City 2, Okla.

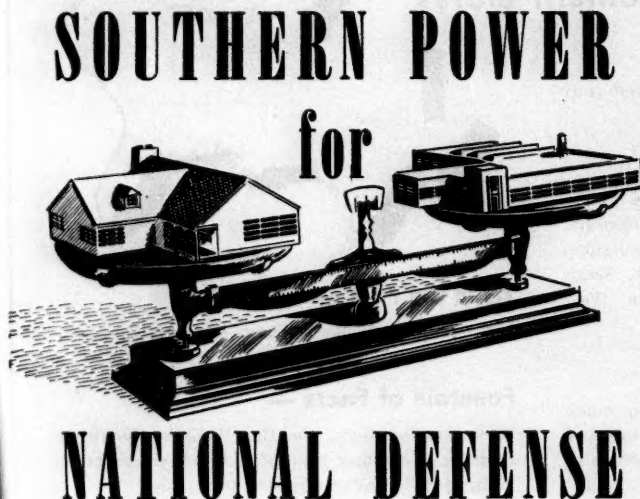
Room 2, Mezzanine, 801 E. Broad St., Richmond 19, Va.

910 New Federal Bldg., 1114 Market St., St. Louis 1, Mo.

Room 518 Bedell Bldg., 118 Broadway, San Antonio, Tex.

218 U. S. Court House & Post Office Bldg., 125-29 Bull St., Savannah, Ga.

307 Wallace Bldg., Annex, 608 Tampa St., Tampa, Fla.



Electric power is a vital factor in our defense effort. As an example of the demand by defense plants, one Southern B-29 bomber plant used as much electric power during World War II as was needed to supply the electric requirements of 100,000 residences. And this was just one of many defense plants in SOUTHERN COMPANY territory.

The four associated power companies of THE SOUTHERN COMPANY System have more than doubled their generating capacity since 1940. New generating plants now under construction and planned for completion in 1951, 1952 and 1953 will approximately double the system's generating capacity as it existed at the end of World War II. These companies are building and planning to assure an adequate supply of electric power for all requirements.

**ALABAMA POWER COMPANY**  
Birmingham, Alabama

**GULF POWER COMPANY**  
Pensacola, Florida

**GEORGIA POWER COMPANY**  
Atlanta, Georgia

**MISSISSIPPI POWER COMPANY**  
Gulfport, Mississippi

**The Southern Company**  
**ATLANTA, GEORGIA**



## Port of Houston Announces New Wharf Construction

Plans to construct another \$1,250,000 wharf at the Port of Houston, fourth major unit in a two-year \$5,000,000 expansion of port facilities, have been announced.

The proposed new facility, Wharf No. 8, will adjoin the new \$2,000,000 Wharf 9 which was completed in the spring of last year.

Contract for soil exploration and other tests which are necessary before a new wharf can be designed was let by the Houston Port Commission to Greer and McClelland of Houston.

Gen. W. F. Heavey, port director, said the Port of Houston's booming business, which hit a new all-time high last year and which has made Houston the Nation's second port for the third successive year, makes it necessary to "provide more facilities to handle the constantly increasing flow of business."

The proposed new facility will be an open wharf, 600 feet long, and designed to handle such bulk cargoes as pipe, steel, steel products, and lumber, General Heavey said. Wharf 16, on the North side of the Turning Basin adjacent to the grain elevator, also designed to handle this type of cargo is now nearing completion, but General Heavey says it will be unable to handle all the business of this type that is now in prospect for Houston.

## Baltimore Assn. of Commerce Publishes Buyers' Guide

The Baltimore Association of Commerce has just published a comprehensive guide to industrial Baltimore, its products and services, has been carefully compiled to assure complete coverage and accuracy. It is designed to assist buyers throughout the United States and in foreign countries to become better acquainted with this great industrial area's facilities for supplying their needs.

This directory is a usable instrument, one that will be of practical service to purchasing agents and other business executives and will enable them to find a ready solution to their buying problems.

Twenty-five thousand copies are being distributed to purchasing agents throughout the United States; to Federal, State and City purchasing officers; to chambers of commerce and trade organizations; to industrial traffic managers, and to governmental offices overseas.

## Gulf Plans Multi-Million Dollar Plant For Port Arthur, Tex.

The world's largest single unit for manufacturing ethylene will be built at Port Arthur, Texas, by Gulf Oil Corporation. The announcement followed closely Gulf's announcement of plans to manufacture iso-octyle alcohol, which marked its entry into the field of petrochemistry. Included in the project will be an 8-inch

pipe line 76 miles long, and a 6-inch pipe line of 32 miles to transport the gas to Gulf coast chemical plants. Total cost will be in the multi-million dollar bracket, but no exact figure was disclosed.

The plant will mark a major step in supplying the rapidly expanding chemical industry of the Gulf coast area with an essential raw material from an economical, large-capacity source. The gas is used as a base or intermediate in scores of modern chemical products.

Occupying about two acres of the refinery property, the ethylene plant will comprise a series of fractionating towers for separating ethylene, ethane and other

hydrocarbons from refinery gases, and a series of cracking furnaces for converting the ethane to ethylene.

Construction will begin within two months and is scheduled for completion within a year after breaking ground.

## L. & N. Places Record Order For 5200 Freight Cars

Louisville and Nashville Railroad, Louisville, Ky., recently placed the largest single order ever given the Pullman-Standard Car Mfg. Company of Birmingham, Alabama, 5,200 freight cars. The order is worth \$27.5 million.

### HOW TO KEEP

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## FINANCIAL NOTES

Board of Directors of **Merritt-Chapman and Scott Corporation**, New York, N. Y., recently voted a quarterly dividend of 40 cents per share on the common stock, payable on March 2, 1951, to stockholders of record February 15, 1951.

Directors of the **American Woolen Company**, New York, N. Y., at a meeting last month declared a dividend of \$1 per share on the company's common stock, payable March 15, 1951, to stockholders of record February 28, 1951.

Directors also declared a regular quarterly dividend of \$1 per share on the \$4.00 cumulative convertible prior preference stock, payable March 15, 1951, to stockholders of record as of February 28, 1951, and a regular quarterly dividend of \$1.75 per share on the 7 per cent cumulative preferred stock, payable April 16, 1951, to stockholders of record April 2, 1951.

Board of Directors of the **Pennsylvania Salt Mfg. Co.**, Philadelphia, Pa., at a meeting recently declared a dividend of 40 cents per share on the common stock with a par value of \$10 per share, payable March 15, 1951, to shareholders of record at the close of business February 28, 1951.

At a meeting of the Board of Directors recently, **Acm Steel Company**, Chicago, Ill., declared its 287th consecutive dividend payment for its stockholders since 1901.

President Carl J. Sharp announced that the regular quarterly dividend payment of \$.50 per share was declared on the capital stock, payable March 12, 1951, to all stockholders of record on February 20, 1951.

**Heyden Chemical Corporation**, New York, N. Y., more than doubled its per share earnings for 1950, according to preliminary figures released recently.

"The 1950 per share earnings approximated \$1.87 on the 1,066,010 common

shares then outstanding," John P. Remensnyder, president of Heyden Chemical Corporation, said, reporting on sales and profit figures, subject to the usual year-end audit. It is estimated that 1950 consolidated net sales will set a new high with \$26,600,000, as compared with \$26,200,000 in 1949, Mr. Remensnyder said.

A dividend of 20 cents per common share was declared by the corporation, payable March 5th to holders of record on February 23rd.

Directors also declared a quarterly dividend of 87½ cents on the 3½ per cent cumulative preferred stock, series A, of the corporation, payable March 5, 1951, to holders of record on February 23rd.

Directors of the **Youngstown Sheet and Tube Company**, Youngstown, Ohio, recently declared a dividend of 75 cents a share payable March 15, 1951, to shareholders of record at the close of business February 26.

**Goodyear Tire & Rubber Co.**, Akron, Ohio, recently announced that sales last year rose to a new high of \$845 million, a 33 per cent gain over 1949. The previous record was \$786 million in 1944.

**Granite City Steel Co.**, Granite City, Ill., recently borrowed \$12,250,000 from eight banks. It also expects to raise another \$6 million for expansion through sale to stockholders of additional common shares.

At a special meeting March 12, stockholders of the company will be asked to approve an increase in the authorized common stock to three million shares, from the present one million share limit. The resolution also calls for splitting the outstanding 497,098 common shares on a two-for-one basis.

**Chesapeake & Ohio Railway**, Cleveland, Ohio, recently announced they may raise more than \$4 million for capital expendi-

tures through sale to its officers of 112,500 treasury shares.

The road told the Interstate Commerce Commission that these shares have been optioned to management personnel at \$361/8 each. That was the closing price for the stock on the New York Stock Exchange on January 9, the date the options were allotted. Recently C.&O. was selling at \$36½ a share.

The utility announced recently that **Southern Natural Gas Company** of Birmingham, Alabama, offering of 155,546 additional common shares was heavily oversubscribed. The stock was offered for subscription by shareholders at \$33 a share, in the ratio of one-for-ten.

**Middle South Utilities, Inc.**, recently announced that it expects to raise about \$8 million in "new money" through sale of 450,000 additional common shares.

The utility said it will file the offering with the Securities and Exchange Commission shortly, for sale at competitive bidding late in March. Middle South Utilities is a holding company with subsidiaries operating in Louisiana, Arkansas, and Mississippi. At recent quotations for its stock, the gross value of the offering would be about \$8,300,000.

Net earnings and sales of **United States Rubber Company**, of New York, in 1950 were the highest in the company's history, according to the 59th annual report to stockholders released recently by Herbert E. Smith, chairman, and Harry E. Humphreys, Jr., president.

Net earnings for the year were \$24,657,647, equivalent to 3.5 per cent of sales and \$11.04 a share on the common stock, compared with \$15,100,072, or 2.9 per cent of sales and \$5.62 a share in 1949. This was an increase of 63.3 per cent over 1949, and 6.2 above the previous record year of 1946.

Consolidated net sales were \$695,755,923, an increase of 34.5 per cent over the 1949 total of \$517,439,676, and 19.8 per cent above 1947, the previous record for sales.

**E. I. du Pont de Nemours** of Wilmington, Delaware, the world's largest chemical manufacturer, recently reported record earnings for 1950. Net was equal to \$6.59 a common share, against \$4.52 in 1949. Last year's profits per share were more than four times as great as Du Pont earned five years earlier.

In 1945, net on the old stock, split four-for-one in 1948, was \$6.29 a share. Directors recently raised the common dividend for the first quarter to 85 cents. Payments last year were 75 cents in March, 85 cents in June, \$1.50 in September and \$2.25 in December.

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## WHO'S WHERE

Two appointments in the Industrial Products Sales division of the **E. F. Goodrich Company**, Akron, Ohio, were announced by E. F. Tomlinson, division general manager.

**A. Clarke Mack, Jr.**, has been named manager of flat belting, including conveyor, elevator and transmission. He succeeds **J. Robert Thompson**, who has been appointed manager of the Atlanta district for the division, where he takes the post from **Art Coffin** who has retired.

Industrial Chemicals Division of **American Cyanamid Co.**, New York, N. Y., announces that **Mr. T. O. McDonald** has been assigned sales representative for the Gulf Coast. He was formerly assigned to the New Orleans office and handled all products of the Industrial Chemicals Division.

**Mr. W. J. Patterson, Jr.**, was recently appointed field technical representative for **Synthron, Inc.**, Ashton, Rhode Island. Mr. Patterson will represent the company in North and South Carolina, with headquarters in Greenville, South Carolina.

The **Nashville, Chattanooga & St. Louis Railway** has announced the following appointments effective February 1, 1951: **Fred Hauff** has been appointed freight traffic agent at Atlanta, Georgia. He will report to A. D. Carter, division freight agent. **H. A. Bennett** has been named assistant division freight agent at Atlanta, Georgia. **A. D. Carter** has been advanced to the position of division freight agent, Atlanta, succeeding **Charles T. Love**, deceased.

The **Atlantic Coast Line Railroad Co.**, has announced the following appointments effective February 1, 1951: **R. F. Hart** as freight service agent at Cincinnati, Ohio, and **C. D. Hastings** as freight service agent at Fayetteville, North Carolina.

**Seaboard Air Line Railroad Co.**, has announced that effective February 1, 1951, **R. L. Cleveland** is commercial agent at Memphis, Tennessee, succeeding **W. H. Fitzpatrick**, retired.

**Fairbanks Morse & Co.**, has announced the recent appointment of **C. G. Gehring** as manager of the firm's Louisville, Kentucky branch. Mr. Gehring has been with the firm since 1936 and has been a special representative stationed at Louisville.

In keeping with the plant expansion program of the **Atlas Mineral Products Company**, **George L. Wirtz**, president, has announced that **Donald F. Deakin**, a graduate of Penn State with a degree in civil engineering and with considerable experience in engineering, has been appointed product director in charge of water and sewer materials for the firm.

## Port of Savannah Improvement Program Gets Underway

As the initial step in the \$5,000,000 program for the improvement of the Port of Savannah, members of the Georgia Ports Authority, meeting recently, awarded a contract of \$1,791,639.70 to construct wharf bulkheads, fender systems and other work incidental to the construction of a 2,065-foot pier.

**Espy Paving and Construction Company**, of Savannah, obtained the contract on the low bid. The highest bid of \$3,864,730 was by the **J. A. Jones Construction Company**, of Charlotte, N. C.

Other bids were: **Diamond Construction Company**, Washington, D. C., \$2,124,182; **Hardaway Contracting Company**, of Columbus, \$2,301,700; **Dixie Construction Company**, of Savannah, \$2,489,999.99; **Frederick Snare Corporation**, of New York City, \$3,631,271.

**James D. Robinson, Jr.**, Chairman of the Authority, said that construction work began in January.

The proposed 2,065-foot dock, with a 40-foot apron, will berth four of the largest cargo vessels at the same time. In addition, there will be three sheds, with a capacity of 74,000 square feet each, for temporary storage of freight in transit, with platform loading facilities for trucks. Parallel railroad tracks will be located behind the sheds and along the wharf.

**Robinson** said that the Authority's property in Savannah comprises 407 acres, with a river frontage of 4,328 feet. This property, with improvements, has a value of more than \$5,000,000. The warehouses, in profitable operation since 1948, have 2,000,000 square feet of storage space. Adjacent to the warehouse there is a 200-acre tract of land suitable for industrial development.

For this development, **Robert & Company, Inc.**, of Atlanta, are the architects and engineers.

## North Carolina Lists Sites for Industry

A list of 25 buildings containing from 5,000 up to 250,000 square feet available for industry has just been issued by the Division of Commerce and Industry of the North Carolina Department of Conservation and Development, Raleigh, N. C.

**Paul Kelly**, head of the division, said that this list supplements previous listings and that the properties are available both for lease or sale. Some may be financed by local groups organized for the purpose of providing sites and buildings on favorable terms to desirable industries.

The current list and previous lists, and also detailed information on scores of sites from coast to mountains, may be obtained from the Division of Commerce and Industry, which, **Kelly** said, is constantly receiving new data on additional plants sites and buildings suitable for a wide range of industry.

Use *Wolmanized*  
*Pressure-Treated*  
Lumber at the  
Protection Points

## —avoid costly ROT and TERMITE damage

In wood piping and tanks, in decking and in many other applications subject to rot or termites **Wolmanized** pressure-treated Lumber is effecting important savings in dollars and labor.

It is used successfully because preservatives are forced deep into the wood fibers under high pressure (150 p.s.i.). In pressure treatment the volumetric absorption of preservative solution is measured in gallons per cubic foot—not in feet of coated surface.

Millions of feet of **Wolmanized** pressure-treated Lumber have been in service, under the severest conditions, for years. Our engineers will discuss specific applications. Or, write for the booklet "Service Records of **Wolmanized** pressure-treated Lumber."

## American Lumber & Treating Co.

General Offices: 1621 McCormick Bldg., Chicago 4, Illinois

Branch Offices: Baltimore, Boston, Jacksonville, Fla., Little Rock, Ark., Los Angeles, New York, Portland, Ore., San Francisco.



\*Wolmanized is a registered trademark of American Lumber & Treating Co.

Lumber



## Pennsalt Opens New Plant In Montgomery, Ala.

The Pennsylvania Salt Manufacturing Company's new plant for formulating insecticide concentrates and finished insecticide products at Montgomery, Alabama, has been completed and is now in production, the company announced.

The plant, Pennsalt's first in the Southeast, also includes a new district sales office of the Agricultural Chemicals Department to serve southeastern agriculture. J. Drake Watson is district sales manager and R. O. White is plant superintendent.

Production equipment is designed to manufacture either concentrates of insecticide formulations for other blenders or finished insecticide products ready for growers' use. Products will include a complete line of recommended insecticides for use on cotton, peanuts, soybeans, potatoes and truck crops, and for livestock.

In addition to manufacturing facilities, the new plant includes warehouse space for approximately 1,000 tons of finished material. Establishment of this is in line with the company's general policy of providing faster distribution service to meet requirements of southern agriculture.

In announcing the opening of the new plant, William P. Drake, Vice President in Charge of Sales, said: "During recent seasons the demand for products this plant will produce has been increasing rapidly in the agricultural regions of the South and Southeast. Many farmers who previously had used little or no insecticides are now turning to them as a means of increasing yields per acre.

"With our basic raw material position, our experience in other regions, and backed by our research facilities, we believe we can best serve this demand by operating a plant such as this in the Montgomery area.

"Our market research now indicates, especially with the defense economy, that even with this new plant there will not be enough production to meet the growing need for these products."

The plant building itself, with approximately 15,000 square feet of floor space, was constructed by Montgomery Industries, Inc., a corporation of Montgomery businessmen organized by the Chamber of Commerce. Pennsalt occupies the building under a lease agreement with an option to purchase.

The plant is located on the Montgomery-Birmingham highway and is served by a siding of the Gulf, Mobile and Ohio Railroad.

## Watts Mills, Laurens, S. C. Installing New Machinery

Installation of machinery for ply twisting at Watts Mills, creating approximately 100 new jobs, will be completed sometime in April, according to an announcement made by T. P. Townsend, manager of this Laurens, S. C., division of J. P. Stevens & Co., Inc.

The additional machinery is being set up in the former spinning room at the Watts plant, and will be used in the production of ply twisting of spun rayon and cotton yarns. The installation, according to Mr. Townsend, includes ring twisters, cone winders and high speed warpers.

The expanded production at Watts Mills will materially increase the number of workers, and in turn step up the payroll of this division of the Stevens Company. Applications for the new jobs are being received by the personnel department at the plant. Supervisory positions will be filled by promotions in accordance with company policy, according to the manager.

## North Carolina Diversifies, Moves Ahead Industrially

North Carolina further diversified its position of industrial leadership in the Southeast in 1950. Already the leading cotton textile producer in the nation, important new entries in the fields of woollens and synthetic fibres and the finishing industry during the year added diversity to the State's huge spinning and weaving industry. Other new industries established in 1950 ranged from electronics to wood pulp. Both these new industries, which completed or planned investment of more than \$100 millions in the State during the year, and additions to already established manufacturing plants reflected the trend toward rural and suburban locations.

The number of plants located outside cities directs attention to North Carolina's "accessible isolation," a slogan first used by Governor Scott in summing up the State's unique attraction to industry in the atomic era. With overnight access to the most concentrated markets in the nation, but with its own population of more than four millions dispersed in more than 3,500 towns, villages and rural areas, North Carolina represents accessibility to markets, materials and labor, but isolation from the disadvantages of congested cities.

The 31 principal industries selecting North Carolina during 1950 for the establishment of new plants involving estimated investment of \$104,421,000 will provide employment for 9,715 workers with annual payrolls of \$24,739,000. These figures do not include additions to existing facilities, which amounted to millions of dollars, or the multi-million dollar public utilities expansion program.

During the year, the State's agricultural marketing facilities were improved by the erection of a \$750,000 grain elevator near Wilson and expansion of meat packing plants in areas of rapidly increasing livestock production.

## Velasco, Tex. Magnesium Plant To Be Re-Activated By U. S.

Dr. Mark E. Putnam, general manager, The Dow Chemical Company, Midland, Michigan, announced that the company has received a letter of intent from the United States government for the re-opening of the government magnesium facilities at Velasco, Texas, for the production of magnesium from sea water under the national defense mobilization program.

The necessary rehabilitation for the operation of this plant is being done under government supervision. It is expected that partial production of magnesium will begin in early spring of 1951.

The Velasco magnesium plant, utilizing sea water as the raw material, is a government-owned plant that has been maintained in standby condition since the end of World War II.

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- GALVANIZED SHEETS
- COLD FINISHED STEEL BARS
- HOT ROLLED BARS AND SHEETS
- TOOL STEEL
- SEAMLESS AND WELDED TUBING
- SPRING STEELS (TEMP. & ANN.)
- STAINLESS SHEETS, BARS, TUBES
- DRILL ROD
- ALUMINUM SHEETS
- BOILER TUBES



## CENTRAL ATLANTIC STATES MANUFACTURERS DIRECTORY

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MARYLAND . . . DELAWARE . . . VIRGINIA  
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**FROM THE TARGETS**



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**INDUSTRY'S DEFENSE  
AGAINST MODERN WAR**

Dispersion from congested target areas is industry's answer to the threat of modern war. And MISSISSIPPI, out of range of strategic enemy objectives, offers industry maximum wartime protection in an ideal location accessible to all major markets. There's also plenty of room to expand in Mississippi, where cooperative, friendly communities will welcome you.

Mississippi offers not only protection for industrial machinery vital to America's future safety, but is prepared to offer tax-free plant sites and buildings for industries under the exclusive BAWI plan. This plan authorizes political sub-divisions to issue bonds to purchase sites and construct buildings for desirable firms seeking new locations.

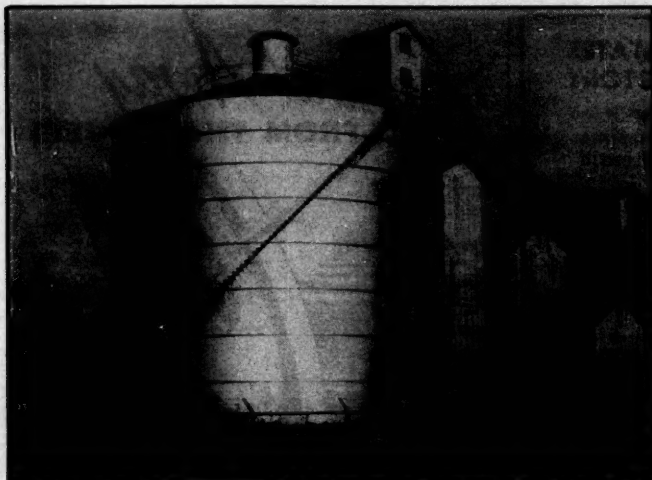
Here's a typical example: On December 14th, 1950, citizens of Clarksdale, Miss., voted 1,702 to 32 in favor of issuing \$375,000 in bonds for a site and building for Strutwear, Inc., a 45-year-old Minneapolis firm specializing in nylon hosiery and lingerie.

Over 80 Mississippi communities have held successful bond elections to date—proof of their attitude toward new industry. You also can count on ready assistance with your problems from local and state officials and private individuals. For details of Mississippi's industrial progress write for the newest industrial booklet—"Inside Mississippi."

For Specific Information as to How Mississippi's BAWI Plan Can  
Provide a Building and Plant Site for Your Industry . . .

Call or Write

**MISSISSIPPI**  
**AGRICULTURAL AND INDUSTRIAL BOARD**  
State Office Building Jackson, Mississippi



Seventy foot diameter by sixty foot soy bean tank built by Chicago Bridge & Iron Company for Refuge Cotton Oil Company, Greenville, Mississippi.

### Frisco Plans Freight Station And Office at Fort Worth, Tex.

Plans for the construction of a new office building and freight station by the St. Louis-San Francisco and Texas Railway Company, Fort Worth, Texas, were announced February 14th by C. J. Stephenson, vice president and general manager.

The new building will be located on Vickery Boulevard at Hemphill Street, just adjacent to the present Frisco freight station. The office portion of the new structure will be two stories high, while the ware room and freight station

and loading docks will be one story. Overall length of the new building will be 276 feet.

Construction is expected to get under way just as soon as materials are obtainable, Mr. Stephenson said. The building will house Frisco offices now in the Meachams Building as well as those in the present freight station.

The Frisco executives said that functional colors will be used throughout the offices and that moveable partitions will be utilized in the office portion. The building will be fire-resistant. Acoustical ceilings will be used throughout, and floors of offices will be of parquet wood flooring, while asphalt tile will be used

in the hallways. Lighting will be by fluorescent fixtures.

Furnishings throughout the building will be new and will harmonize with the color scheme and general architecture. Offices to be located in the new structure will be the executive and traffic offices presently located in the Meachams Building, the freight offices, the division engineer, special agent and claim agents.

The building was designed by O. H. Tucker, Frisco architect and his staff.

### "Arkansas Farmer" Moves Into New Quarters

The Arkansas Farmer recently moved into new and larger quarters at 319 West Markham Street, in Little Rock.

Thomas J. Anderson, who bought the publication recently, reports that 1950 was the largest year in point of both advertising and circulation in the 53 years of publication. Advertising lineage gain was highest of any farm paper in America.

### Public Relations Firm Opens Office in Dallas, Tex.

Formation of a new public relations firm, the Eldean-Cain Organization, Inc., with headquarters in Dallas, Texas, was announced by Fred Eldean, president of the Fred Eldean Organization of New York. Mr. Eldean is also president of the new southwestern firm.

The Dallas organization will afford national public relations facilities to Southwestern companies and industries on a regional basis, Eldean said, with national services available when needed.

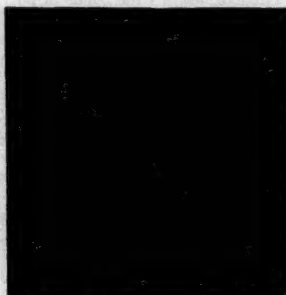
Keeton Arnett, Eldean's senior associate in the Fred Eldean Organization, will serve as vice-president and general counsellor of the Texas concern.

Paul Cain of Dallas, long-time Southwestern director of the American Petroleum Institute's public relations program and former member of the Fred Eldean Organization, is executive vice-president and treasurer of the Eldean-Cain Organization, and will manage the Dallas operation. Neil Brans, Dallas attorney, is secretary and legal advisor. Kenneth R. McDonald will head the San Francisco office which will represent both firms on the West Coast.

### Moore Announces Availability Of "Uncle Neas" Calendar

Moore Dry Kiln Company, P. O. Box 4248, Jacksonville 1, Fla., announces that anyone who wishes to obtain a copy of their 1951 calendar, featuring another incident in the life of "Uncle Neas," may do so by writing the company upon request.

The calendar picture and the story printed under the calendar pad show that "Uncle Neas" is having his trials and tribulations in producing lumber, the same as lumber manufacturers in other sections of the country.



## GARY WELDED GRATING

Send for attractive paper-weight sample, which is yours for the asking. Catalogues upon request.

Square edge bars for safe footing.  
Hexagonal cross bars for neat appearance.

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LOCKED IN STRENGTH of Tri-Lok open steel flooring gives efficient load distribution, even on long spans. Get maximum strength, light, and air with minimum weight. Available in Rectangular, Diagonal, and Super-Safety U-type Flooring, and Stair Treads of all kinds.

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Pressure



Temperature



Liquid Level



Pressure



Temperature



Liquid Level



Pressure



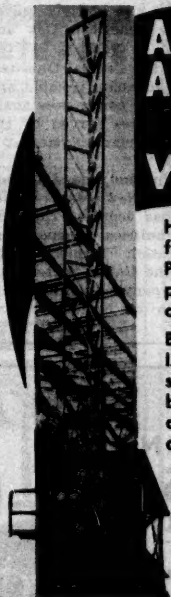
Temperature



Liquid Level

If you have a control problem involving the automatic control of pressure, temperature, liquid level, mechanical operations, etc., it will pay you to consult Mercroid's engineering staff—always at your service.

Complete Mercroid Catalog sent upon request.



## Another Load GOES UP Another Equipment Builder STANDARDIZES ON WISCONSIN ENGINES

Hauling as much as 2500 lb. loads STRAIGHT UP at 178 f.p.m. takes dependable power. And the hoist of this Portable Builders' Tower, built by Clyde Iron Works, and powered by a Wisconsin Heavy-Duty Air-Cooled Engine, delivers it.

Builders and buyers of equipment naturally STANDARDIZE on Wisconsin Engines, especially where you need a steady pull on a long haul. For example, tapered roller bearings at both ends of the crankshaft eliminate radial and end thrusts. And, you have no cooling troubles, because of fool-proof air-cooling at its best in any weather.

An OUTSIDE magneto with impulse coupling delivers sure-fire starting at slower cranking speed. Heavy-duty construction throughout assures you of heavy-duty service year in and year out . . . and more profit in every contract.

4-cycle single-cylinder, 2-cylinder, and V-type 4-cylinder models, 3 to 30 hp. Write for information.

MOST 12  
HOURS

**WISCONSIN MOTOR CORPORATION**



## BUSINESS NOTES

**Engineering Products Co.**, Charleston, W. Va., was recently appointed sales representative for the full line of magnetic separation equipment of **Eriez Manufacturing Co.**, of Erie, Pa.

George Garrett and Ralph Crump are members of the sales force for **Engineering Products**, with F. E. Anderson as general manager.

**Bryant Chemical Corp.**, recently established a Southern office, with John W. Bryant as representative. Mr. Bryant will travel with the complete line of **Brytux** specialties and his address is Box 2301, Spartanburg, S. C.

**Lynn Holloway**, owner of **Holloway Manufacturing Co.**, has announced that the company has moved to 110 East Taylor Street, East Point, Ga., who formerly were located at 1155 Victory Drive, Atlanta, Ga.

Eight new district sales managers of **Fruehauf Trailer Company**, Detroit, Michigan, were named recently by regional officials of the world's largest trailer manufacturer. The two who won promotions as part of an extensive company sales organizational program were: M. M. Williamson, Oklahoma City, Okla., and F. L. Brower, Birmingham, Ala.

Mr. Williamson was a **Fruehauf** distributor at Tulsa, Okla., from 1928 to 1937, then was named to head up the new company branch as manager at Oklahoma City. Originally that branch served all of Oklahoma and the Texas Panhandle, but later separate branches were set up at Tulsa, Okla., and Amarillo, Tex. All three of the branches will be included in Mr. Williamson's district. **Fruehauf**-owned branches at Birmingham, Ala., Nashville, Tenn., Jackson, Miss., and New Orleans, La., are in the district of Mr. Brower.

**Howe Scale Company**, of Rutland, Vt., makers of scales, weight recorders and hand trucks, has recently opened branch offices at Denver and Houston.

Richard F. Straw, vice president in

charge of sales, said these new branch offices will increase the scope of his firm's sales activities as well as expand its warehouse and service facilities. The company operates 18 other branches in leading cities throughout the country.

**The American Gas and Electric Company's** exchange offer to **Central Ohio Light and Power Company** common stockholders was declared effective recently, according to Philip Sporn, president of the American Gas and Electric Company of New York.

Holders of 131,735 shares, 81.3%, of Central Ohio stock have accepted the offer, and delivery of American Gas and Electric shares were made on January 15.

A special dividend of \$2.25 per share, payable January 15 to stockholders of record January 9, was declared by Central Ohio.

The acquisition of Central Ohio Light and Power by American Gas and Electric will increase the system's customers by 23,000 to 1,169,000. The Central Ohio territory serves the cities of Findlay and Wooster, and a number of smaller communities in Wayne, Hancock, and nearby counties, Ohio, in the north central part of the state. The territory is mixed agricultural and industrial and adjoins the territory of The Ohio Power Company, one of the American Gas and Electric Company's large subsidiary companies. It is planned to tie the newly acquired property into the American Gas and Electric System.

This will assure the Central Ohio territory of the same adequate, reliable, and economical sources of power now available to the 7-state area served by the American Gas and Electric System.

**United States Pipe and Foundry Company**, Burlington, New Jersey, announced that it has acquired complete ownership of **Pontusco Corporation**. **Pontusco Corporation** formerly was jointly owned by the United States Pipe and Foundry Company and **Compagnie de Pont-a-Mousson** of Nancy, France.

Through an agreement made between the two companies all of the **Pontusco** stock formerly owned by the French company was purchased by the United States Pipe and Foundry Company. **Pontusco Corporation** is owner of all the common stock of the United Concrete Pipe Corporation of California. United Concrete Pipe Corporation is an important supplier of concrete pipe in California and other western states.

Through the agreement **Compagnie de Pont-a-Mousson** acquires complete ownership of **Pontusco Corporation** of Cuba, which operates a plant at El Cotorro, Havana, Cuba producing concrete pipe.

The appointment of Fred C. Poppe, as Advertising Manager of the Philadelphia Division of the **Yale & Towne Manufacturing Company** was announced by James A. Shellenberger, Director of Advertising, Publicity and Market Research. The new appointment represents an expansion of this department for greater operating efficiency.

Mr. Poppe comes to Yale's Materials Handling Division from Fuller & Smith & Ross, New York advertising agency, where he was engaged in copy-contact work.

Mr. Poppe is a native of New York City and attended elementary and secondary schools there. He is a graduate of Princeton University.

Mr. R. W. Fordyce, General Sales Manager, **Bendix Television and Radio Division**, **Bendix Aviation Corporation**, Baltimore, Md., has announced the appointment of the **J. V. Clement Company** as **Bendix Television and Radio District Merchandiser** for the territory consisting of the states of Georgia and Florida.

Located at 1024 Virginia Avenue, N. E. in Atlanta, Georgia, the **J. V. Clement Company** will operate under the capable direction of Mr. J. V. Clement. In addition to the handling of sales of **Bendix Television and Radio** by an experienced staff, the **Clement Company** will maintain a complete service and parts department for dealers in the area.

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**SELF-ALIGNING, BALL BEARING**  
**PILLOW BLOCKS**  
**TO MEET ALL REQUIREMENTS**  
**AVAILABLE IN ALL SIZES UP TO 2 3/4"**

**Sealed-in Lubrication -**  
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**QUIET**  
**RUGGED**  
**AND**  
**LONG LIVED**



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SPECIAL  
PARTS

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## Ornamental and Industrial PERFORATED METALS

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Lead lined tanks of every description, lead heating and cooling coils, special lead circulating and storage equipment for sulphuric acid.

**SOUTHERN LEAD BURNING CO.**

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Michoud Industrial Facilities, a government-built plant intended for bomber manufacture in World War II, has been taken over by the U. S. from the Board of Port Commissioners of the Port of New Orleans. It will be used by the Chrysler Corporation for the assembly of tank engines.

### Brady Publishes Booklet On Pneumatic Conveyors

The Brady Conveyors Corp., 20 W. Jackson Boulevard, Chicago 4, Ill., recently published a booklet titled, "Brady Pneumatic Conveyors," spotlighting Ashveyor system of ash removal.

The Ashveyor System is used in plants having a great tonnage of ash, fly ash, and soot. It can be operated by using either a steam venturi jet exhauster or an electric driven exhauster. The latter is used only on systems having exceptionally long pipe lines with a great number of bends, where the capacity of ash to be handled exceeds ten tons per hour. Ash is deposited into storage tank in the same condition as when it entered the system. No steam mixes with the ash.

The company's items of manufacture include Dust Collecting Systems, Air Washers, and Filters, Mechanical Conveyors of all types, weigh larries, screw

conveyors and all related types of material handling systems both stationary and portable.

### Missouri Pacific Installing Train To Train Communication

Every diesel powered locomotive—passenger and freight on the Missouri Pacific System, St. Louis, Mo., will be equipped for train to train radio communication. This was assured when U. S. District Judge George H. Moore authorized recently an expenditure of \$324,250 to install radio on 137 diesel locomotives and 102 cabooses now in service.

In addition, 75 locomotives on order will be similarly equipped and 100 diesel freight units have been or are now being radio-equipped. When all are in service by next summer, Missouri Pacific Lines will have 312 diesel locomotives and 285 cabooses radio-equipped.

### Oil Products Terminal Underway at Birmingham

A million-dollar oil products terminal to be jointly owned and operated by Pan American, Pure Oil and Gulf Oil Refining Companies of Birmingham is now under construction.

The terminal, with storage tanks, pipelines, pumping stations and railroad sidings, will cover more than 61 acres.

Rives Construction Company, Birmingham, has the general contract. The storage tanks will be built by the Chicago Bridge & Iron Company and the railroad sidings by the L. & N.

### Armco Steel Publishes Folder on Stainless Steel

A new folder describing paper-thin stainless steel has recently been published by Armco Steel Corporation of Middletown, Ohio.

Complete information is given on how the metal is supplied, along with typical mechanical properties. Of special importance is the description of Armco 17-7 PH thin-gauge strip, which has a tensile strength comparable to the best high carbon spring steel. Copies of the folder may be obtained from the company.

### Railroads Prepared To Support National Defense Effort

R. B. White, president of the Baltimore & Ohio Railroad recently declared that the railroads are better prepared than ever before to support the national defense effort, recalling that the American railroads proved their basic importance in national defense by carrying 90 per cent of war freight and 97 per cent of the organized troop movements during World War II.

In a New Year's message to B&O employees, Mr. White said that "the railroads have invested more money since the war in increasing their capacity and efficiency than in any comparable period. They are prepared as never before to support the national defense effort."

### WANTED

Large engineering firm wishes to acquire several complete plants through purchase of (1) capital stock, (2) assets, (3) machinery and equipment, whole or in part. Personnel retained where possible, strictest confidence. Box 1216, 1474 Broadway, New York 18, N. Y.

### Business Opportunities

Wanted purchaser for sixty-six year old business. Owner desires to retire. Only applicants who mean business need apply. Address "Well drilling Opportunity, c/o Manufacturers Record, Baltimore 3, Md.

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733 Munsey Building, Washington, D. C.

### Inventions for Sale

MANUFACTURERS—Write for our FREE Classification Sheet of Inventions for Sale, covering 135 main subjects, and in one or more of which you will doubtless be interested. ADAM FISHER CO., 578 Enright, St. Louis, Mo.

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# INDEX FOR BUYERS

Page Numbers Indicate Where Products Can Be Found

|                             |               |   |        |  |                       |
|-----------------------------|---------------|---|--------|--|-----------------------|
| Appraisals .....            | 64, 65        | Engines .....                             | 59     | Pumps .....  | 18                    |
| Architects .....            | 64            | Flooring (Steel) .....                    | 59     | Railroads .....                                      | 11, 13, 15            |
| Banks and Bankers .....     | 19, 20        | Foundations (Construction) ...            | 65     | Screens .....  | 61                    |
| Belt Lacing .....           | 67            | Galvanizing .....                         | 12, 62 | Screws and Nuts .....                                | 61                    |
| Bridges .....               | 4, 12, 62, 65 | Gas (Natural) .....                       | 67     | Sheets (Steel, Galvanized) ..                        | 22, 66                |
| Boxes (Paper) .....         | 59            | Grating (Steel) .....                     | 58, 59 | Sites (Industrial)<br>11, 12, 13, 15, 21, 23, 52, 57 |                       |
| Buildings (Steel) .....     | 10, 53        | Lead Installations .....                  | 61     | Steel Fabricating .....                              | 4, 12, 62, 65         |
| Business Consultants .....  | 8             | Locomotives .....                         | 16     | Steel (Galvanized) .....                             | 56                    |
| Calendars .....             | 65            | Lumber (Creosoted) .....                  | 61, 67 | Steel Plate Work .....                               | 4                     |
| Cements (Industrial) .....  | 62            | Lumber (Salt-Treated) .....               | 55     | Steel Products .....                                 | 3, 6, 22, 56, 66, 69  |
| Chemists .....              | 64            | Machinery (New and Second-<br>Hand) ..... | 63     | Steel (Stainless) .....                              | 3, 66                 |
| Coal .....                  | 7             | Metals (Non-Ferrous) .....                | 54     | Structural Steel .....                               | 4, 12, 17, 62, 65, 66 |
| Containers (Paper) .....    | 59            | Perforated Metals .....                   | 61     | Tanks and Towers .....                               | 24, 61                |
| Contractors .....           | 2, 64, 65     | Piling, Poles, etc. (Creosoted) ..        | 61, 67 | Telephone Service .....                              | 49                    |
| Conveyors .....             | 65            | Pillow Blocks .....                       | 60     | Temperature Control .....                            | 59                    |
| Doors (Rolling Steel) ..... | 5, 70         | Pipe (Cast Iron) .....                    | 61     | Treads (Stair) .....                                 | 58                    |
| Dredging Contractors .....  | 64, 65        | Pipe Forms .....                          | 61     | Tubing (Steel) .....                                 | 22, 56, 66            |
| Engineers .....             | 2, 8, 64, 65  | Professional Directory .....              | 64, 65 | Water Supply .....                                   | 18, 61, 64            |

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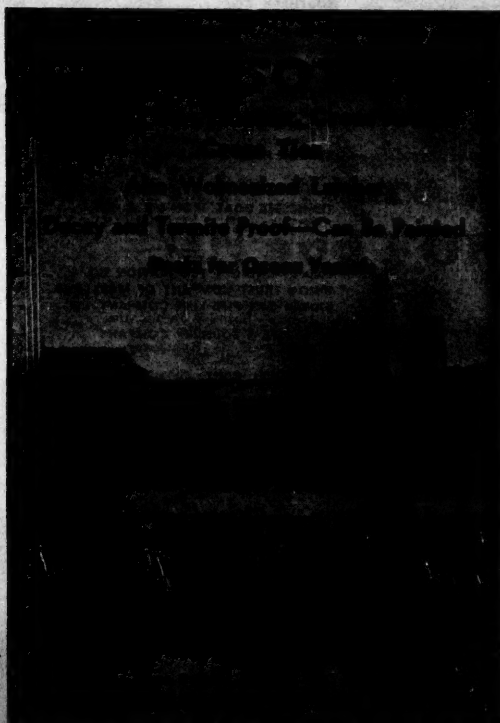
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# INDEX TO ADVERTISERS

|   |  |   |   |  |
|---|--|---|---|--|
| — A —   |  | FORD, BACON & DAVIS, INC. .... 64                         | OLE ENVELOPE CO. .... —                       |  |
| AARON MACHINERY CO., INC. .... 63                         | Agency—Diener & Dorakind, Inc.             | Agency—Victor A. Smith                                    | O'NEAL STEEL WORKS .... 17                    |  |
| APPLIATED NATIONAL HOTELS                                 | Agency—Alert Advertising Agency            | FROELING & ROBERTSON .... 64                              | Agency—Barnett & Barnett                      |  |
| ALABAMA POWER CO. .... 23, 52                             |  | — P —   |   |  |
| Agency—Sparrow Advertising Agency                         |  | GANNETT-FLEMING-CORDROY                                   | PATENT SCAFFOLDING CO. .... —                 |  |
| ALLIED STEEL PRODUCTS CORPORATION .. 10                   | Agency—Advertising Engineers               | CARPENTER, INC. .... 64                                   | Agency—Glenn-Jordan-Stoetzel                  |  |
| AMERICAN AIR COMPRESSOR CORP. .... 63                     |  | GENERAL COAL CO. .... —                                   | — Q —   |  |
| AMERICAN APPRAISAL COMPANY .... 65                        | Agency—Klau-Van Pietersom-Dunlap Assoc.    | GEORGIA POWER CO. .... 52                                 | QUINN WIRE & IRON WORKS .... 61               |  |
| AMERICAN BRIDGE COMPANY .... —                            |  | GETTIER-MONTANTE, INC. .... 65                            | Agency—Lessing Advertising Co.                |  |
| Agency—Batten, Barton, Durstine & Osborn                  |  | Agency—H. Lesseraux                                       | — R —   |  |
| AMERICAN CROSOTITE WORKS .... 67                          |  | GLAMORGAN PIPE FOUNDRY COMPANY ... 61                     | REPUBLIC STEEL CORP. .... 3                   |  |
| AMERICAN LUMBER & TREATING CO. .... 55                    | Agency—Fuller & Smith & Ross               | GREAVES MACHINE TOOL CO. .... —                           | Agency—Meldrum & Fewsmith, Inc.               |  |
| Agency—Fuller & Smith & Ross                              |  | GREENPOINT IRON AND PIPE COMPANY ... 43                   | RESALE DEPARTMENT .... 63                     |  |
| AMERICAN TELEPHONE & TELEGRAPH CO. 49                     | Agency—N. W. Ayer & Sons, Inc.             | GRIFFITH CO., DISCOE .... 52                              | ROBERT AND COMPANY ASSOCIATES .... 64         |  |
| Agency—N. W. Ayer & Sons, Inc.                            |  | GULF POWER CO. .... —                                     | Agency—Liller, Neal & Battle                  |  |
| ARMCO DRAINAGE & METAL PRODUCTS .. 53                     | Agency—N. W. Ayer & Sons, Inc.             | — H —   |   |  |
| ARUNDEL CORP. .... —                                      |  | H & P MACHINERY COMPANY .... 63                           | RUBEROID COMPANY .... —                       |  |
| ASSOCIATED INDUSTRIAL ENGINEERS .... 64                   |  | HARDWAY CONTRACTING COMPANY ... 64                        | Agency—Fuller & Smith & Ross                  |  |
| ATLANTIC CROSOTING COMPANY, INC. .... 67                  |  | HARRINGTON & CORTELYOU .... 64                            | RUMMEL, KLEPPER & KAHL .... 64                |  |
| ATLANTIC GULF & PACIFIC COMPANY .... 65                   |  | HARTE CO., JOHN J. .... 2                                 | RYERSON & SON, INC., J. T. .... 66            |  |
| ATLANTIC STEEL COMPANY .... 69                            | Agency—Lowe & Stevens, Inc.                | Agency—Kirkland, White & Schell                           | Agency—Aubrey, Moore & Wallace                |  |
| — B —   |  | HEINERKEN, W. P. .... 63                                  | — S —   |  |
| BARRETT DIVISION—ALLIED CHEMICAL & DYE CORP. .... —       | Agency—McCann-Erickson, Inc.               | HENDRICK MFG. CO. .... —                                  | SANDERSON & PORTER .... 64                    |  |
| BATSON-COOK COMPANY .... 64                               |  | Agency—G. M. Basford Company                              | Agency—Calkins & Holden                       |  |
| BEAUMONT IRON WORKS .... 65                               |  | HILL-CHASE STEEL CO. .... 56                              | SANDERSON ORGANIZATION, T. K. .... 57         |  |
| BETHLEHEM STEEL CO. .... 6                                | Agency—Jones & Brakely, Inc.               | Agency—W. H. Watt Advertising Agency                      | SANDERSON CEMENTS CO. .... 62                 |  |
| BITUMINOUS COAL INSTITUTE .... 7                          | Agency—Benton & Bowles, Inc.               | INDOSIER ENGINEERING COMPANY .... 64                      | Agency—William Cohen Advertising Agency       |  |
| BLAIR, ALGERNON .... 64                                   |  | HUGHES WELL CO. .... 64                                   | SEASOARD AIR LINE RAILROAD COMPANY. 13        |  |
| BORDEN METAL PRODUCTS CO. .... —                          | Agency—Gordon A. Pihl & Associates         | HUNTING, LARSEN & DUNNELLS .... 64                        | Agency—The Caples Co.                         |  |
| Agency—Gordon A. Pihl & Associates                        |  | — I —   |   |  |
| BOX 1216 .... 62  | Agency—Diener & Dorakind, Inc.             | INDUSTRIAL PROPERTIES CORP. .... 12                       | SHIMER & SONS, INC., SAMUEL J. .... 61        |  |
| BRADY CONVEYORS CORP. .... 65                             |  | Agency—J. P. Dewey  | Agency—Charles E. Williams Advertising        |  |
| BRISTOL STEEL & IRON WORKS, INC. .... 62                  |  | INGALLS INDUSTRIES .... —                                 | SLATSMAN COMPANY .... 68                      |  |
| BUFFALO TANK CORPORATION .... 61                          |  | Agency—Liller, Neal & Battle                              | Agency—Frank D. Webb                          |  |
| BURFORD, HALL & SMITH .... 61                             |  | INTERNATIONAL BUSINESS MACHINES ... —                     | SMITH CO., H. Y. .... —                       |  |
| — C —   |  | Agency—Cecil & Presbrey, Inc.                             | SHARE CORPORATION, FREDERICK .... 64          |  |
| CATTIE & BROTHERS, JOSEPH P. .... 62                      |  | INTERNATIONAL MIN. & CHEM. CORP. .... —                   | SOUTHERN AIRWAYS .... —                       |  |
| CHICAGO BRIDGE & IRON COMPANY .... 24                     | Agency—Russell T. Gray, Inc.               | Agency—C. Franklin Brown, Inc.                            | Agency—Hugh A. Deadwyler                      |  |
| Agency—Russell T. Gray, Inc.                              |  | — J —   |   |  |
| COLE MANUFACTURING COMPANY, R. D. .... —                  | Agency—Burton E. Wyatt & Company           | JEFFREY MFG. CO. .... —                                   | SOUTHERN CO. .... 62                          |  |
| COMMERCIAL ENVELOPE CO. .... 63                           |  | Agency—Byer & Bowman                                      | Agency—Liller, Neal & Battle                  |  |
| CONTINENTAL IRON & METAL CO. .... 63                      |  | — K —   |   |  |
| CROUT, SHYDER & CRANDALL .... 64                          |  | KERRIGAN IRON WORKS, INC. .... —                          | SOUTHERN LEAD BURNING CO. .... 61             |  |
| — D —   |  | Agency—C. P. Clark, Inc.                                  | SOUTHERN NATURAL GAS COMPANY .... 67          |  |
| DANVILLE, VA., WATER, GAS & ELECTRIC DEPTS. .... 63       |  | KINNEAR MFG. CO. .... —                                   | SOUTHERN RAILWAY SYSTEM .... 11               |  |
| DAVENPORT LOCOMOTIVE WORKS .... 16                        | Agency—Fred A. Hinrichsen                  | Agency—Wheeler, Kight & Gainey, Inc.                      | Agency—Newell-Emmett Company                  |  |
| DAVIDSON PIPE CO., INC. .... 63                           |  | KNOX CORP. .... —   | STANDARD STEEL SPRING COMPANY .... 58         |  |
| DAVIS & SON, G. M. .... 61                                |  | — L —   |   |  |
| DAY & ZIMMERMANN, INC. .... 64                            |  | LAYNE & BOWLER, INC. .... 10                              | STANHOPE, INC., R. C. .... 63                 |  |
| DEAYO CORP. .... 59                                       | Agency—Ketchum, McLeod & Grove             | Agency—Raymond Powell                                     | STONE & WEBSTER ENGINEERING CORP. .... —      |  |
| — E —   |  | — M —   |   |  |
| EATON & BELL .... 62                                      |  | MAHON COMPANY, R. C. .... 70                              | Agency—Harold Cabot & Company                 |  |
| ERASCO SERVICES, INC. .... 8                              | Agency—Albert Frank-Guethner Law           | Agency—Anderson, Inc.                                     | SYDNOR PUMP & WELL COMPANY, INC. ... 64       |  |
| ELECTRIC EQUIPMENT CO. .... 63                            | Agency—Charles L. Rumrill Co.              | MALLORY MACHINERY CO. .... 63                             | — T —   |  |
| ELECTRIC SERVICE COMPANY .... 63                          |  | MANHATTAN PERFORATED METAL CO. ... 61                     | TENNESSEE COAL, IRON & R. R. CO. .... —       |  |
| EPPINGER AND RUSSELL COMPANY .... 61                      |  | MERCROID CORPORATION .... 59                              | Agency—Batten, Barton, Durstine & Osborn      |  |
| EQUITABLE SECURITIES CORPORATION ... 19, 20               | Agency—Robert G. Fields & Co.              | MISSISSIPPI AGRICULTURAL & INDUSTRIAL BOARD .... 57       | — U —   |  |
| — F —   |  | Agency—Dicke Advertisers                                  | UNDERPINNING & FOUNDATION CO. .... 65         |  |
| FISHER COMPANY, ADAM .... 62                              | Agency—Shaffer-Brennan-Margulis Advtg. Co. | MISSISSIPPI POWER CO. .... 62                             | UNION TRUST COMPANY OF MARYLAND ... —         |  |
| FLEXIBLE STEEL LACING CO. .... 67                         | Agency—Kreicker & Meloon, Inc.             | MISSISSIPPI VALLEY EQUIPMENT COMPANY 43                   | UNITED GAS PIPE LINE COMPANY .... —           |  |
| — G —   |  | MUNDY & SONS, CHARLES .... 61                             | Agency—Bozell & Jacobs, Inc.                  |  |
| GANNETT-FLEMING-CORDROY                                   |  | — N —   |   |  |
| CARPENTER, INC. .... 64                                   |  | NASHVILLE BRIDGE CO. .... 12                              | U. S. PIPE & FOUNDRY COMPANY .... —           |  |
| GENERAL COAL CO. .... —                                   |  | NEWPORT NEWS SHIPBLDG. & D. D. CO. .. 15                  | Agency—H. B. Humphrey, Alley & Richards, Inc. |  |
| GEORGIA POWER CO. .... 52                                 |  | NORFOLK & WESTERN RAILWAY CO. .... —                      | U. S. STEEL CORP. SUBSIDIARIES .... 4         |  |
| GETTIER-MONTANTE, INC. .... 65                            |  | Agency—Houck & Co.  | Agency—Batten, Barton, Durstine & Osborn      |  |
| Agency—H. Lesseraux                                       |  | NORTH CAROLINA GRANITE CORP. .... —                       | — V —   |  |
| GLAMORGAN PIPE FOUNDRY COMPANY ... 61                     |  | Agency—Houck & Co.  | VINNER & SONS, HYMAN .... 54                  |  |
| GREAVES MACHINE TOOL CO. .... 43                          |  | NORTH CAROLINA, STATE OF, DIVISION OF COMMERCE & INDUSTRY | VIRGINIA BRIDGE COMPANY .... 4                |  |
| GREENPOINT IRON AND PIPE COMPANY ... 44                   |  | Agency—Bennett Advertising, Inc.                          | VIRGINIA ENGINEERING COMPANY, INC. ... 64     |  |
| GRIFFITH CO., DISCOE .... 52                              |  | — O —   |   |  |
| GULF POWER CO. .... —                                     |  | O'BRIEN MACHINERY CO. .... 63                             | — W —   |  |
| — H —   |  | OLD DOMINION BOX CO. .... 59                              | WAGNER COMPANY, ARTHUR .... 63                |  |
| H & P MACHINERY COMPANY .... 63                           |  | Agency—Howard-Wesson Co.                                  | WATSON & HART .... 64                         |  |
| HARDWAY CONTRACTING COMPANY ... 64                        |  | — P —   |   |  |
| HARRINGTON & CORTELYOU .... 64                            |  | PATENT SCAFFOLDING CO. .... —                             | WELL DRILLING OPPORTUNITY .... 62             |  |
| HARTE CO., JOHN J. .... 2                                 |  | Agency—Glenn-Jordan-Stoetzel                              | WHITMAN, REQUARDT & ASSOCIATES ... 64         |  |
| Agency—Kirkland, White & Schell                           |  | — Q —   |   |  |
| HEINERKEN, W. P. .... 63                                  |  | QUINN WIRE & IRON WORKS .... 61                           | WHIDEMAN & SINGLETON, INC. .... 64            |  |
| HENDRICK MFG. CO. .... —                                  |  | Agency—Lessing Advertising Co.                            | WILEY & WILSON .... 64                        |  |
| Agency—G. M. Basford Company                              |  | — R —   |   |  |
| HILL-CHASE STEEL CO. .... 56                              |  | REPUBLIC STEEL CORP. .... 3                               | WISCONSIN MOTOR CORPORATION .... 59           |  |
| Agency—W. H. Watt Advertising Agency                      |  | Agency—Meldrum & Fewsmith, Inc.                           | Agency—Paulson-Gerlach & Associates           |  |
| INDOSIER ENGINEERING COMPANY .... 64                      |  | RESALE DEPARTMENT .... 63                                 | WOOTEN & WOOTEN .... 64                       |  |
| HUGHES WELL CO. .... 64                                   |  | ROBERT AND COMPANY ASSOCIATES .... 64                     | — Y —   |  |
| — I —   |  | Agency—Liller, Neal & Battle                              | YOUNGSTOWN SHEET & TUBE COMPANY ... 22        |  |
| INDUSTRIAL PROPERTIES CORP. .... 12                       |  | RUBEROID COMPANY .... —                                   | Agency—Griswold-Eshleman Co.                  |  |
| Agency—J. P. Dewey  |  | Agency—Fuller & Smith & Ross                              |   |  |
| INGALLS INDUSTRIES .... —                                 |  | RUMMEL, KLEPPER & KAHL .... 64                            |   |  |
| Agency—Liller, Neal & Battle                              |  | RYERSON & SON, INC., J. T. .... 66                        |   |  |
| INTERNATIONAL BUSINESS MACHINES ... —                     |  | Agency—Aubrey, Moore & Wallace                            |   |  |
| Agency—Cecil & Presbrey, Inc.                             |  | — S —   |   |  |
| INTERNATIONAL MIN. & CHEM. CORP. .... —                   |  | SANDERSON & PORTER .... 64                                |   |  |
| Agency—C. Franklin Brown, Inc.                            |  | Agency—Calkins & Holden                                   |   |  |
| — J —   |  | SANDERSON ORGANIZATION, T. K. .... 57                     |   |  |
| JEFFREY MFG. CO. .... —                                   |  | SANDERSON CEMENTS CO. .... 62                             |   |  |
| Agency—Byer & Bowman                                      |  | Agency—William Cohen Advertising Agency                   |   |  |
| — K —   |  | SEASOARD AIR LINE RAILROAD COMPANY. 13                    |   |  |
| KERRIGAN IRON WORKS, INC. .... —                          |  | Agency—The Caples Co.                                     |   |  |
| Agency—C. P. Clark, Inc.                                  |  | SHIMER & SONS, INC., SAMUEL J. .... 61                    |   |  |
| KINNEAR MFG. CO. .... —                                   |  | Agency—Charles E. Williams Advertising                    |   |  |
| Agency—Wheeler, Kight & Gainey, Inc.                      |  | SLATSMAN COMPANY .... 68                                  |   |  |
| KNOX CORP. .... —   |  | Agency—Frank D. Webb                                      |   |  |
| — L —   |  | SMITH CO., H. Y. .... —                                   |   |  |
| LAYNE & BOWLER, INC. .... 10                              |  | SHARE CORPORATION, FREDERICK .... 64                      |   |  |
| Agency—Raymond Powell                                     |  | SOUTHERN AIRWAYS .... —                                   |   |  |
| — M —   |  | Agency—Hugh A. Deadwyler                                  |   |  |
| MAHON COMPANY, R. C. .... 70                              |  | SOUTHERN CO. .... 62                                      |   |  |
| Agency—Anderson, Inc.                                     |  | Agency—Liller, Neal & Battle                              |   |  |
| MALLORY MACHINERY CO. .... 63                             |  | SOUTHERN LEAD BURNING CO. .... 61                         |   |  |
| MANHATTAN PERFORATED METAL CO. ... 61                     |  | SOUTHERN NATURAL GAS COMPANY .... 67                      |   |  |
| MERCROID CORPORATION .... 59                              |  | SOUTHERN RAILWAY SYSTEM .... 11                           |   |  |
| MISSISSIPPI AGRICULTURAL & INDUSTRIAL BOARD .... 57       |  | Agency—Newell-Emmett Company                              |   |  |
| Agency—Dicke Advertisers                                  |  | STANDARD STEEL SPRING COMPANY .... 58                     |   |  |
| MISSISSIPPI POWER CO. .... 62                             |  | STANHOPE, INC., R. C. .... 63                             |   |  |
| MISSISSIPPI VALLEY EQUIPMENT COMPANY 43                   |  | STONE & WEBSTER ENGINEERING CORP. .... —                  |   |  |
| MUNDY & SONS, CHARLES .... 61                             |  | Agency—Harold Cabot & Company                             |   |  |
| — N —   |  | SYDNOR PUMP & WELL COMPANY, INC. ... 64                   |   |  |
| NASHVILLE BRIDGE CO. .... 12                              |  | — T —   |   |  |
| NEWPORT NEWS SHIPBLDG. & D. D. CO. .. 15                  |  | TENNESSEE COAL, IRON & R. R. CO. .... —                   |   |  |
| NORFOLK & WESTERN RAILWAY CO. .... —                      |  | Agency—Batten, Barton, Durstine & Osborn                  |   |  |
| Agency—Houck & Co.  |  | — U —   |   |  |
| NORTH CAROLINA GRANITE CORP. .... —                       |  | UNDERPINNING & FOUNDATION CO. .... 65                     |   |  |
| Agency—Houck & Co.  |  | UNION TRUST COMPANY OF MARYLAND ... —                     |   |  |
| NORTH CAROLINA, STATE OF, DIVISION OF COMMERCE & INDUSTRY |  | UNITED GAS PIPE LINE COMPANY .... —                       |   |  |
| Agency—Bennett Advertising, Inc.                          |  | Agency—Bozell & Jacobs, Inc.                              |   |  |
| — O —   |  | U. S. PIPE & FOUNDRY COMPANY .... —                       |   |  |
| O'BRIEN MACHINERY CO. .... 63                             |  | Agency—H. B. Humphrey, Alley & Richards, Inc.             |   |  |
| OLD DOMINION BOX CO. .... 59                              |  | U. S. STEEL CORP. SUBSIDIARIES .... 4                     |   |  |
| Agency—Howard-Wesson Co.                                  |  | Agency—Batten, Barton, Durstine & Osborn                  |   |  |
| — P —   |  | — V —   |   |  |
| PATENT SCAFFOLDING CO. .... —                             |  | VINNER & SONS, HYMAN .... 54                              |   |  |
| Agency—Glenn-Jordan-Stoetzel                              |  | VIRGINIA BRIDGE COMPANY .... 4                            |   |  |
| — Q —   |  | VIRGINIA ENGINEERING COMPANY, INC. ... 64                 |   |  |
| QUINN WIRE & IRON WORKS .... 61                           |  | — W —   |   |  |
| Agency—Lessing Advertising Co.                            |  | WAGNER COMPANY, ARTHUR .... 63                            |   |  |
| — R —   |  | WATSON & HART .... 64                                     |   |  |
| REPUBLIC STEEL CORP. .... 3                               |  | WELL DRILLING OPPORTUNITY .... 62                         |   |  |
| Agency—Meldrum & Fewsmith, Inc.                           |  | WHITMAN, REQUARDT & ASSOCIATES ... 64                     |   |  |
| RESALE DEPARTMENT .... 63                                 |  | WHIDEMAN & SINGLETON, INC. .... 64                        |   |  |
| ROBERT AND COMPANY ASSOCIATES .... 64                     |  | WILEY & WILSON .... 64                                    |   |  |
| Agency—Liller, Neal & Battle                              |  | WISCONSIN MOTOR CORPORATION .... 59                       |   |  |
| RUBEROID COMPANY .... —                                   |  | Agency—Paulson-Gerlach & Associates                       |   |  |
| Agency—Fuller & Smith & Ross                              |  | WOOTEN & WOOTEN .... 64                                   |   |  |
| RUMMEL, KLEPPER & KAHL .... 64                            |  | — Y —   |   |  |
| RYERSON & SON, INC., J. T. .... 66                        |  | YOUNGSTOWN SHEET & TUBE COMPANY ... 22                    |   |  |
| Agency—Aubrey, Moore & Wallace                            |  | Agency—Griswold-Eshleman Co.                              |   |  |



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March 5, 1951, marks the Golden Anniversary of Atlantic Steel Company.

From a small mill rolling hoop for rosin barrels and ties for cotton bales, employing only a handful of men, Atlantic Steel Company has grown into a full-fledged steel mill producing 65 different products in thousands of sizes, and employing more than 2,000 men.

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Founded by a small group of business men

who had faith in the future and a desire to help build the South they loved, Atlantic Steel Company stands today a tribute to their vision.

Through all these years—through three major depressions and two World Wars—Atlantic Steel Company has been guided by firm business policies that have stood the test of time.

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We enter our second half-century with the greatest expansion program in our entire history—the best evidence of our continued faith in the future and the South.

**ATLANTIC STEEL COMPANY**  
ATLANTA, GEORGIA



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*Manually, Mechanically, or Power Operated*

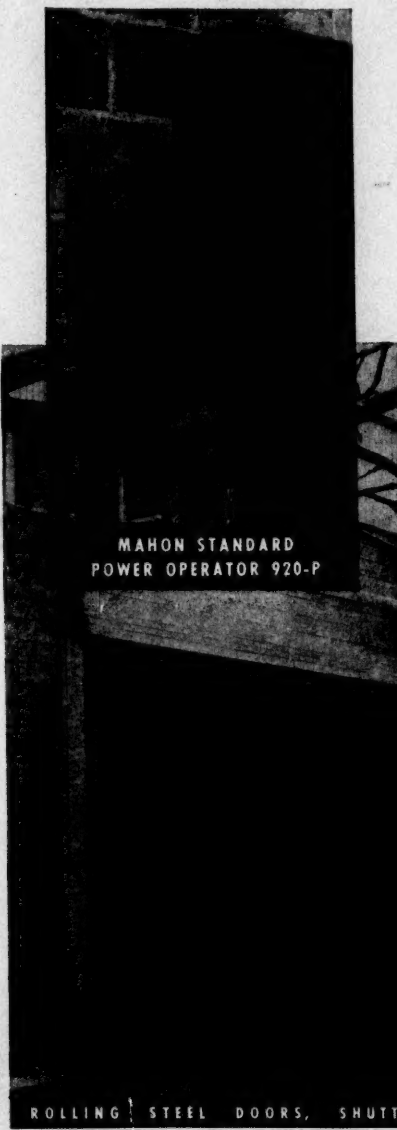
For shipping entrances in commercial and industrial buildings, loading docks and transfer docks, the rolling steel door is the logical answer . . . it provides maximum protection against intrusion and fire . . . it occupies no useable space inside or outside the opening . . . its quick opening, quick closing vertical action, with push-button control, saves time and reduces heat loss . . . and, its all-metal construction assures a lifetime of continuous trouble-free service. Manufacturers' specifications in rolling steel doors, like other products, vary widely . . . they govern quality of materials, workmanship, type of bearings, protective rust proofing, and other provisions for long life—a careful comparison of specifications will convince you of this. Complete information on Mahon Rolling Steel Doors, including specifications, may be found in Sweet's Files. If you do not have access to Sweet's, write for Catalog G-50.

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Manufacturers of Rolling Steel Doors, Grilles, and Automatic Closing Underwriters' Labeled Rolling Steel Doors and Fire Shutters; Insulated Metal Walls, Steel Deck for Roofs, Partitions, Acoustical Ceilings, and Permanent Concrete Floor Forms.



MAHON STANDARD  
POWER OPERATOR 920-P

ROLLING STEEL DOORS, SHUTTERS AND GRILLES TO MEET EVERY REQUIREMENT

Five Mahon Power Operated Rolling Steel Doors recently installed in the openings of an enclosed shipping dock in a large industrial plant.

# MAHON